



IndiaMART InterMESH Ltd.
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July 22, 2021

To,
BSE Limited
(BSE: 542726)

National Stock Exchange of India Limited
(NSE: INDIAMART)

Subject: Investor Presentation on the Audited (Standalone and Consolidated) Financial Results of the Company for the quarter ended June 30, 2021

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on Audited (Standalone and Consolidated) of the Company for the quarter ended June 30, 2021.

Please take the above information on record.

Yours faithfully,

For IndiaMART InterMESH Limited

(Manoj Bhargava)
Sr. Vice President (Legal & Secretarial),
Company Secretary & Compliance Officer
Membership No: F5164

Encl: As above



Make Doing Business Easy

Earnings Presentation

QUARTER ENDED
JUNE 30, 2021

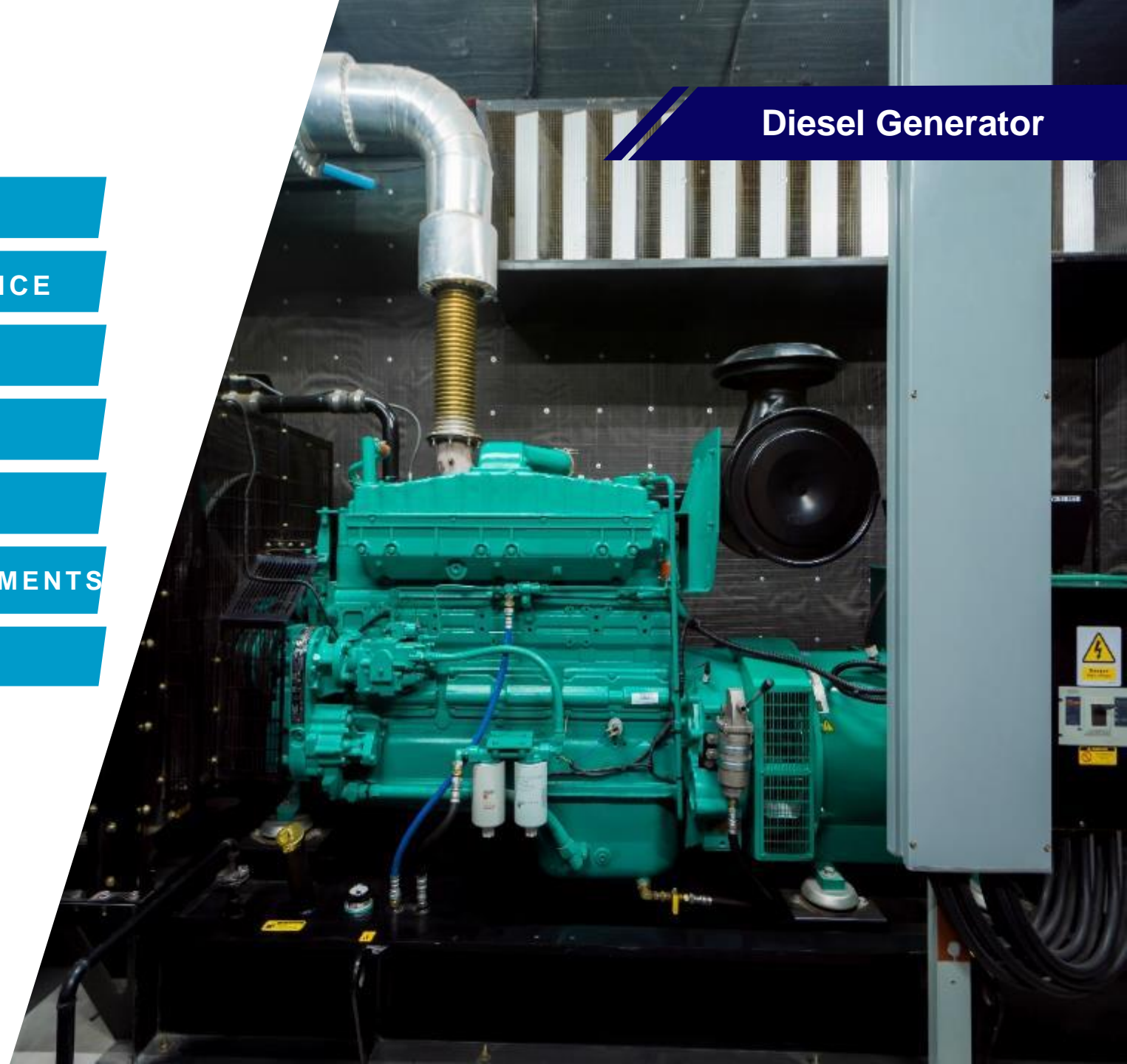
IndiaMART InterMESH LTD.
India's largest online B2B marketplace
connecting buyers with suppliers



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Safe Harbour

Harbour Crane

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Ash Bricks

Business Overview

Traditional Marketplace to Online Marketplace

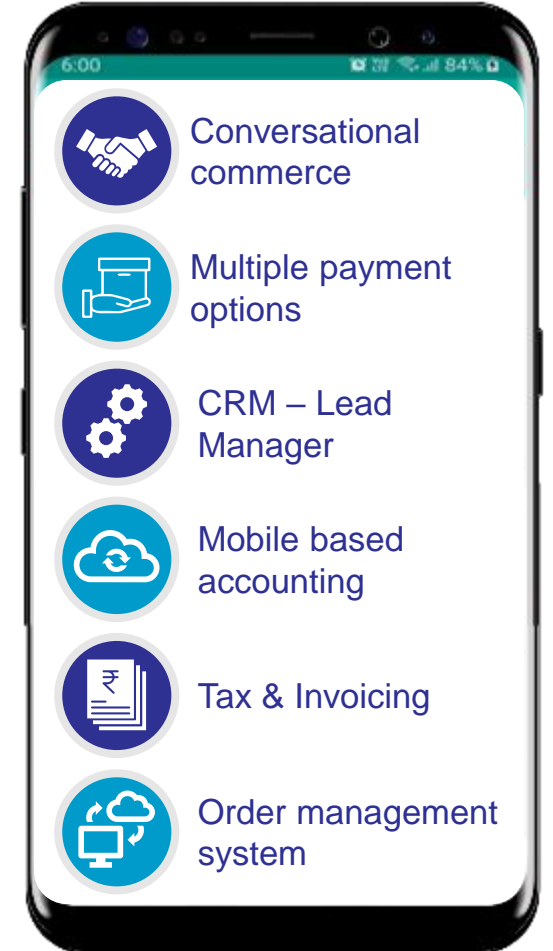
Offline Discovery



Online Discovery, Anytime, Anywhere



Additional services for business enablement



India's Largest Online B2B Marketplace



B2B marketplace is a growing market



Diversified across categories and geographies



2-way discovery marketplace



Behavioral data driven algorithmic matchmaking



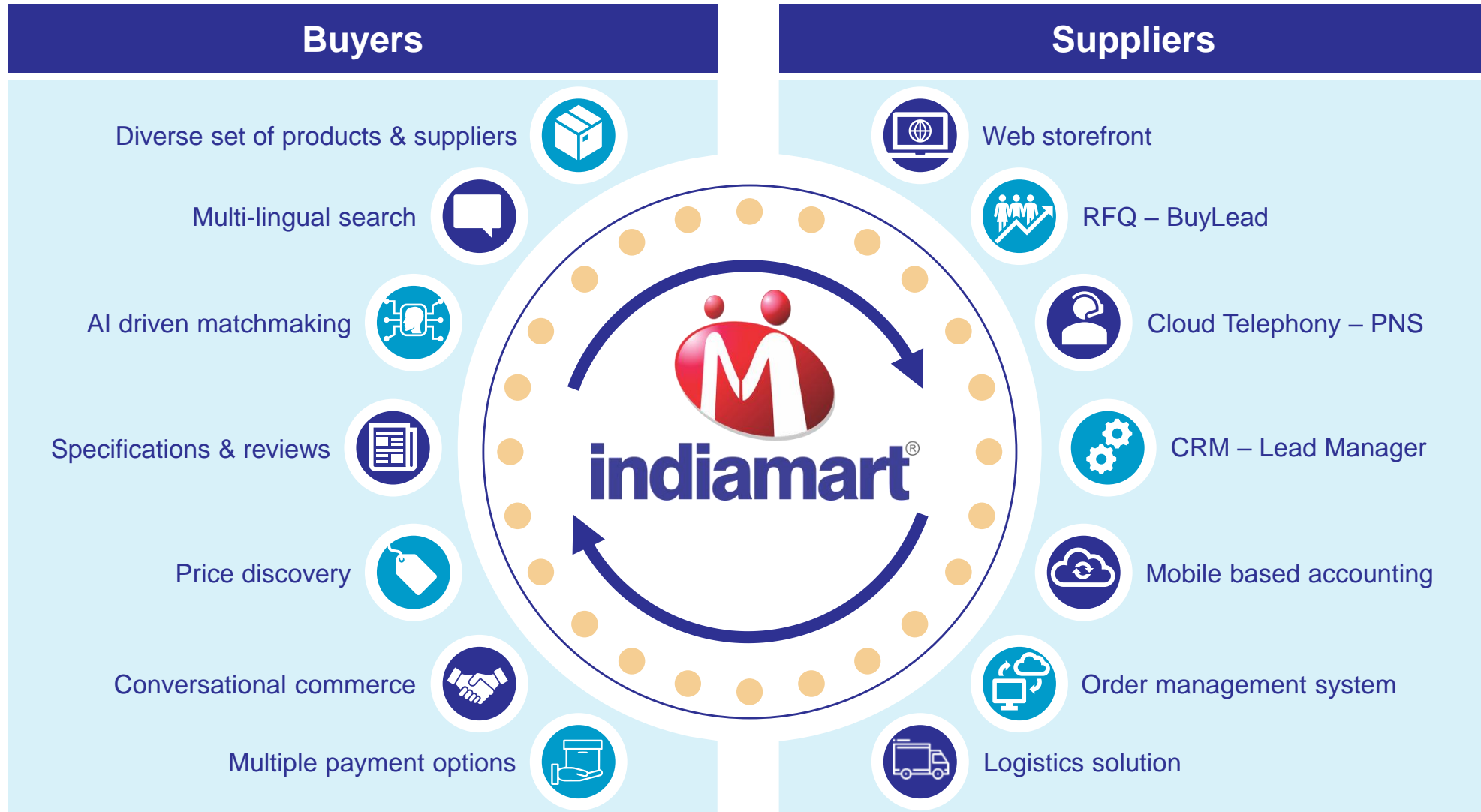
Strong network effects



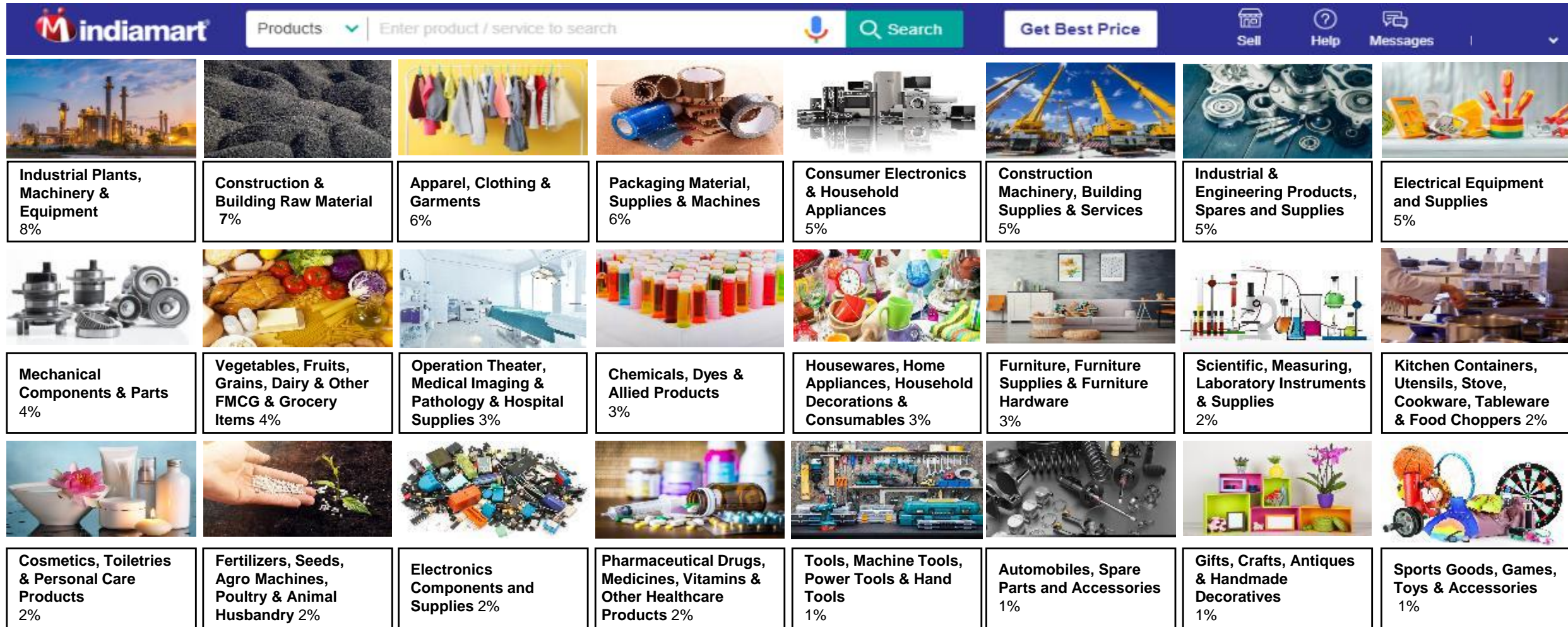
Subscription based revenue model with negative working capital



Services that Empower Businesses



Well Diversified Across 97,000+ Categories



Note: Figures have been rounded off;

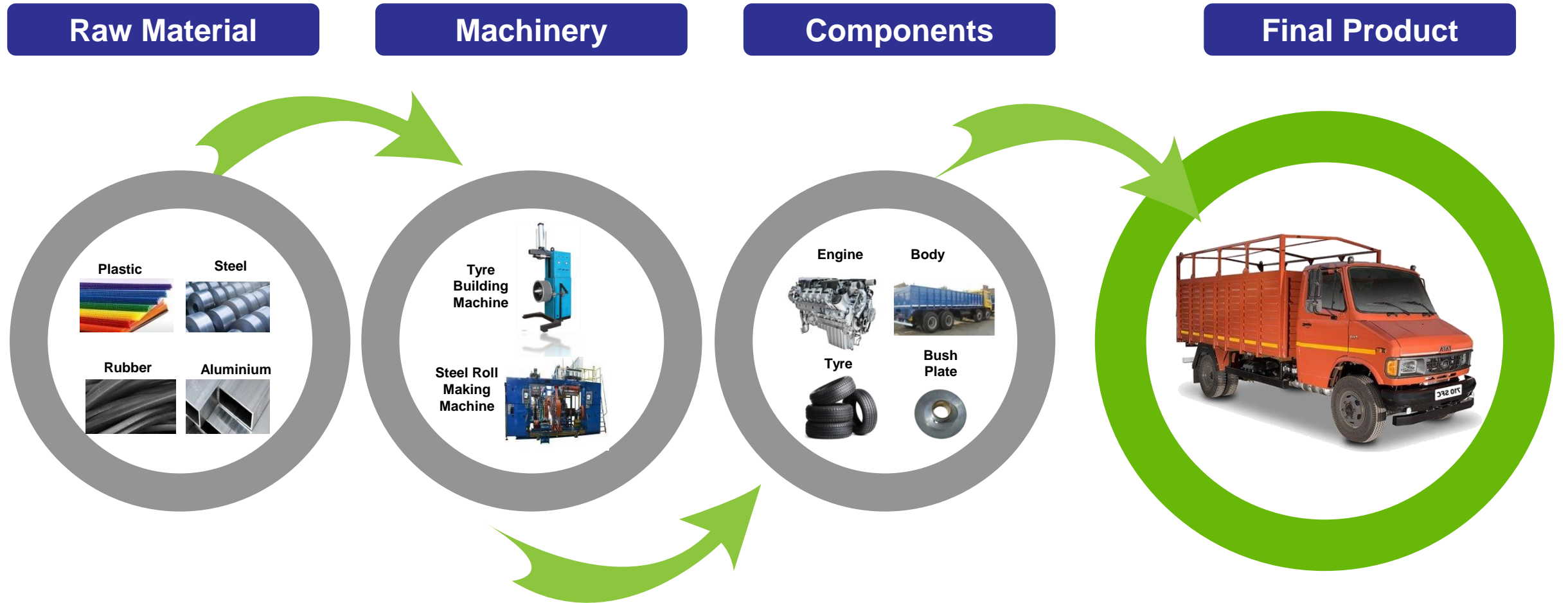
56 Industries

72 Mn Products (1)

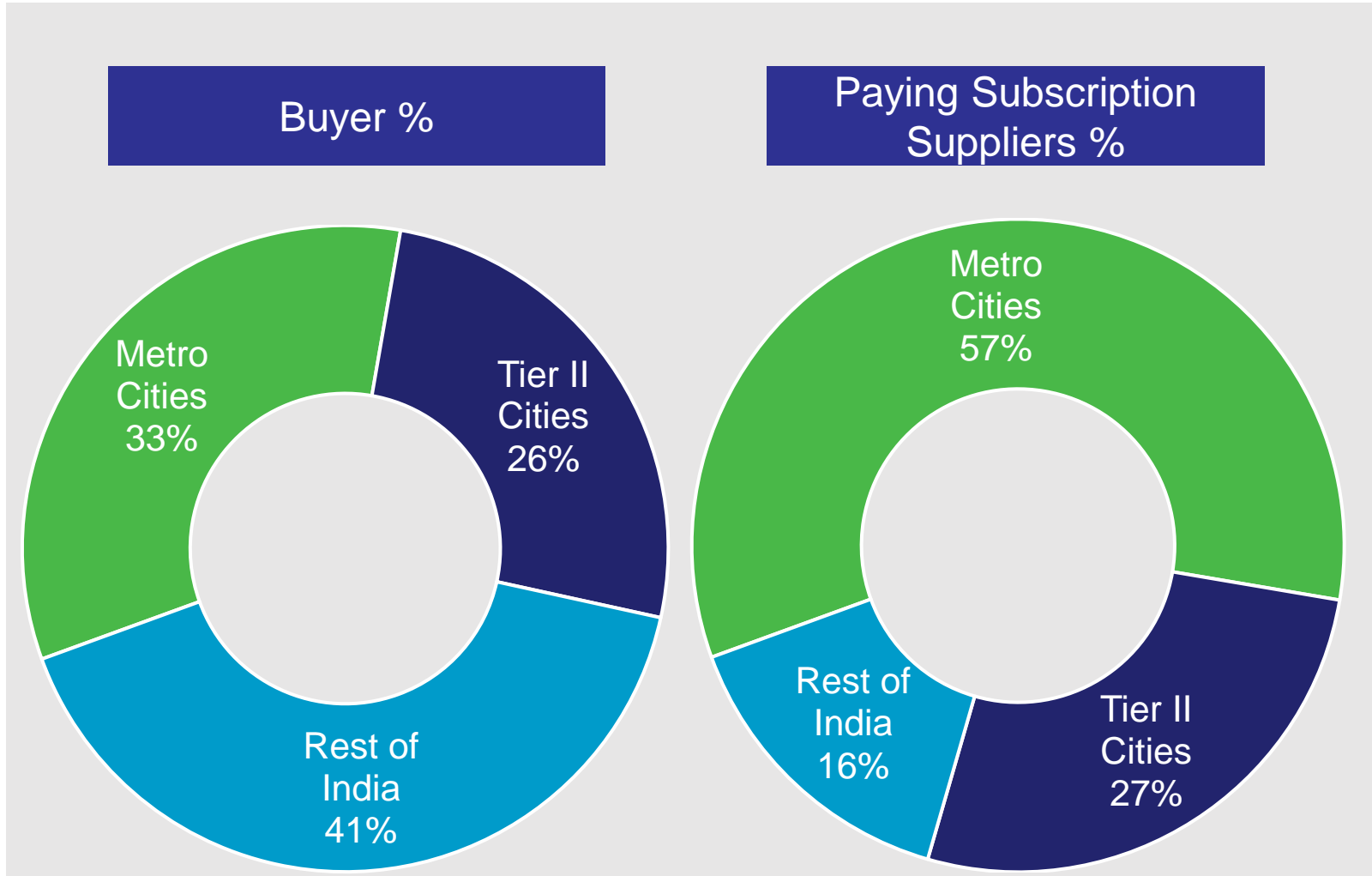
***% of total paying subscription suppliers, as on March 31, 2021**



End-To-End Value Chain Discovery



Well Diversified Across Geographies



Metro Cities (8)

Delhi NCR, Mumbai, Bengaluru, Hyderabad, Kolkata, Ahmedabad, Pune and Chennai

Tier II Cities (69)

Population > 500,000, excluding the cities covered under metros

Rest of India (~4000)

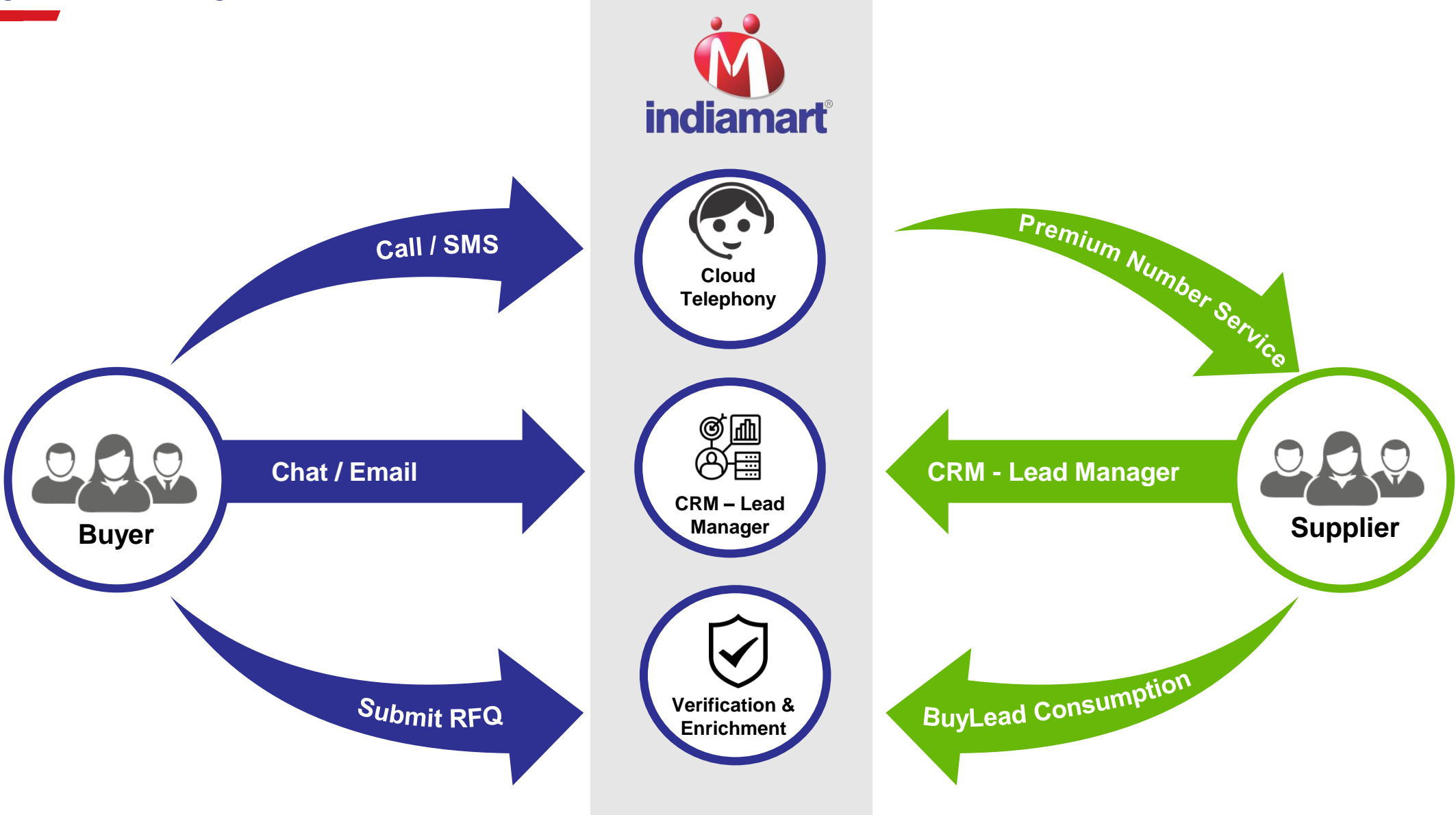
Population <500,000



Note: As on March 31, 2021; Note: Figures have been rounded off

IndiaMART InterMESH Ltd

2-way Discovery Marketplace



Cloud Telephony – Premium Number Service



Buyers

- Instant connect
- Call responsiveness
- Call back from suppliers



Suppliers

- Missed call notification
- Buyer profile
- No unsolicited calls

Helps Measure ROI and Responsiveness



CRM – Lead Manager & Conversational Commerce

Chat History

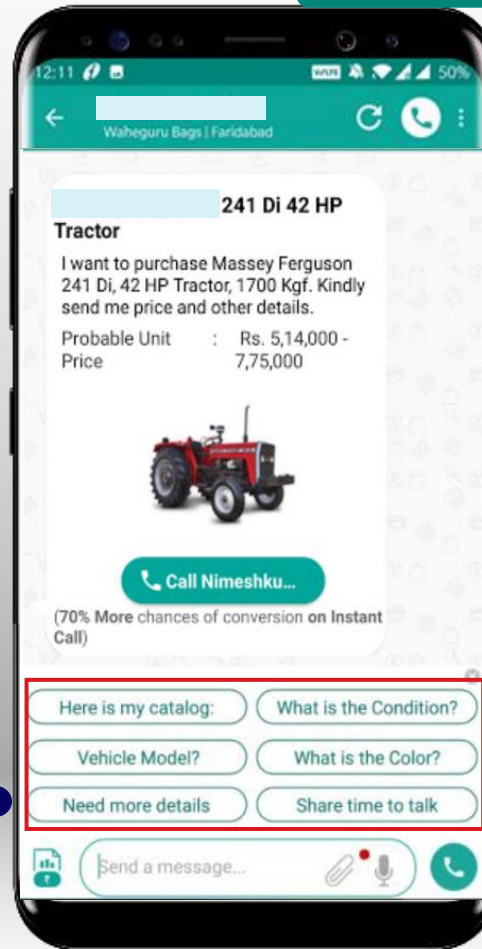
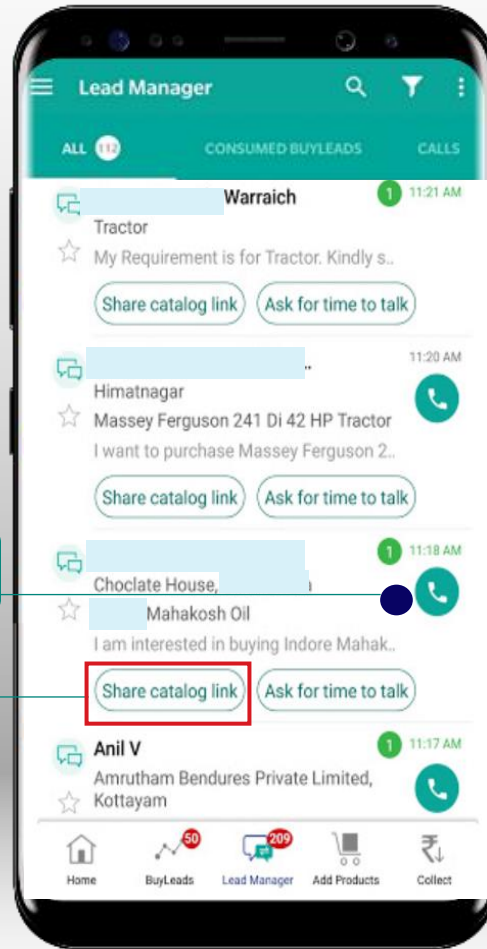
Reviews & Ratings

Call Option & Alerts

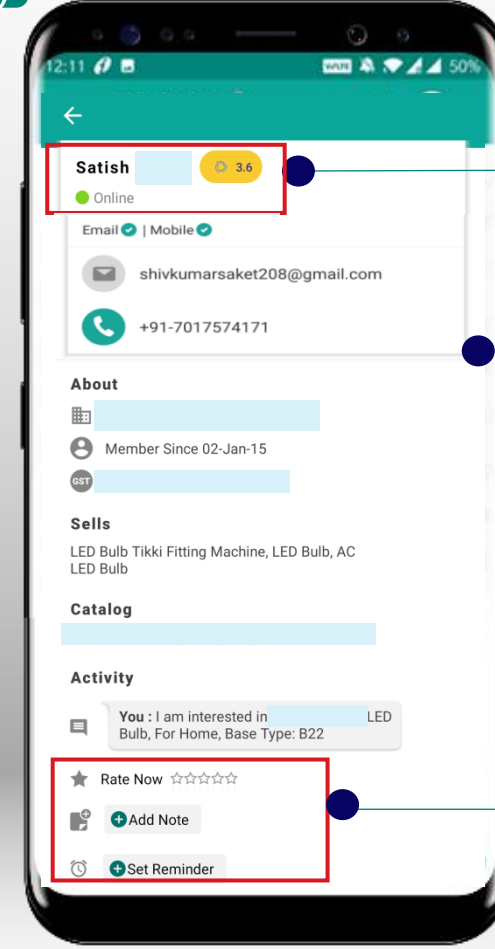
Direct Buyer Callback

Share Link

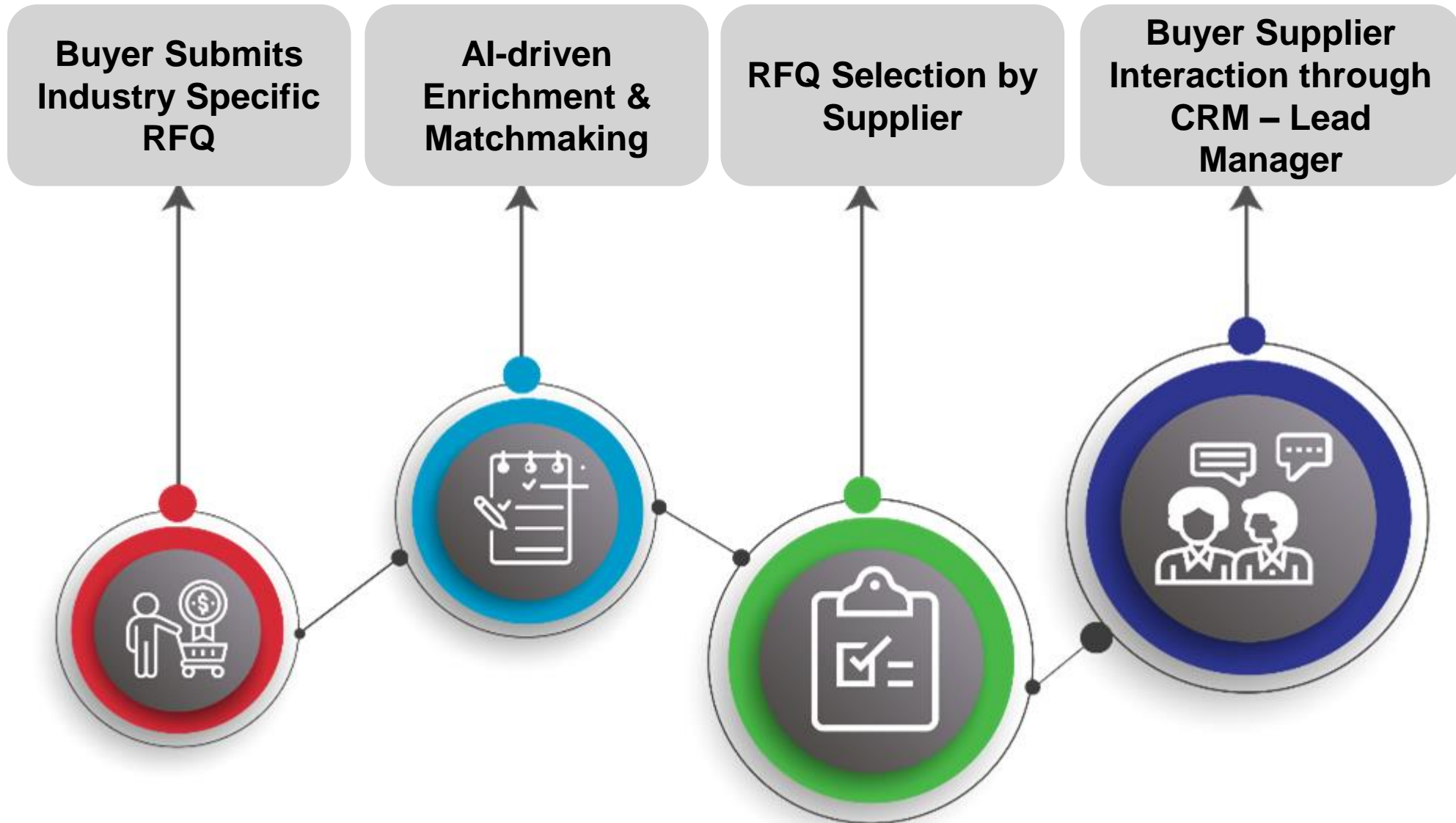
Add Notes, Set Reminders



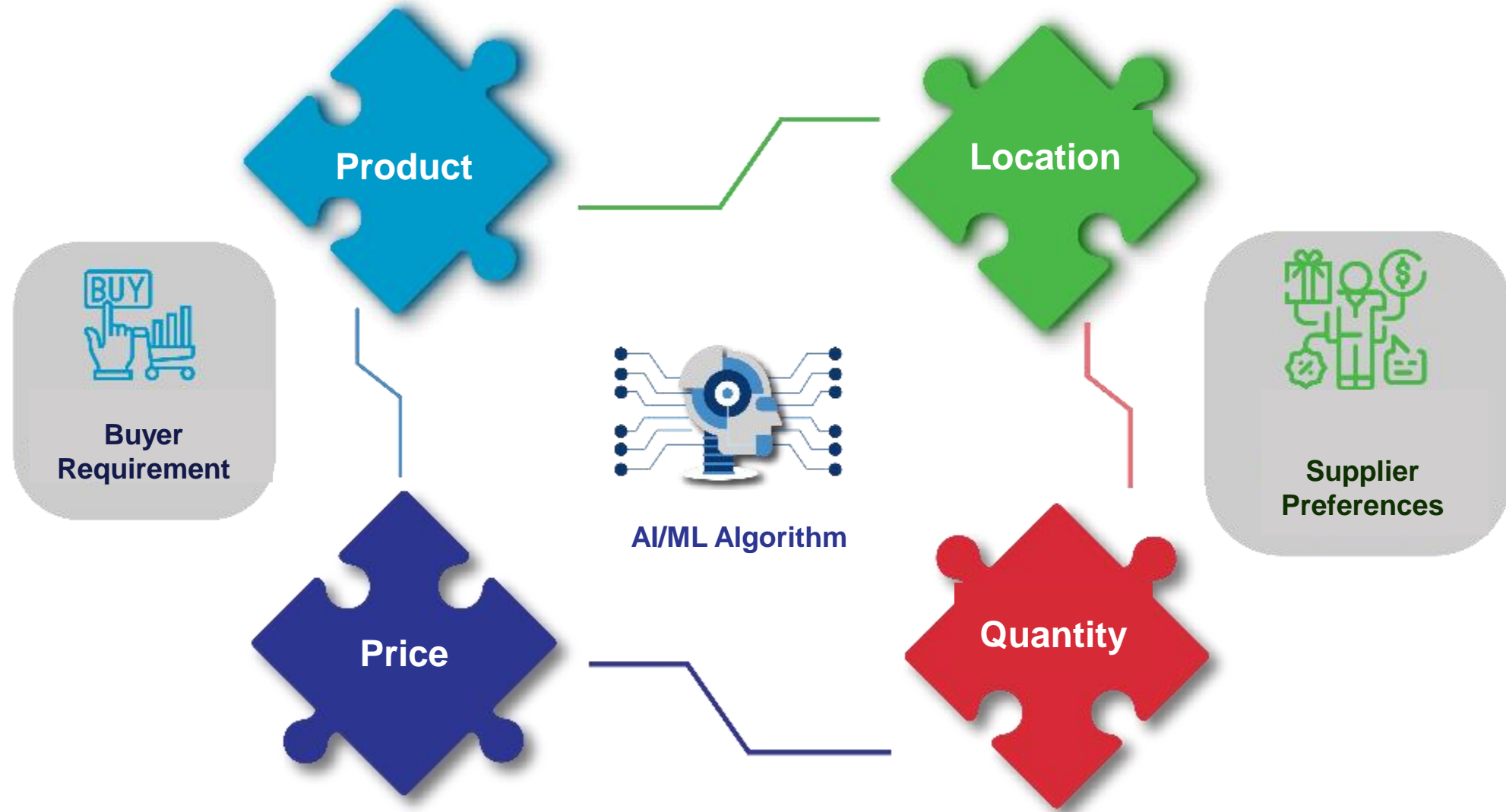
AI-based Smart Reply



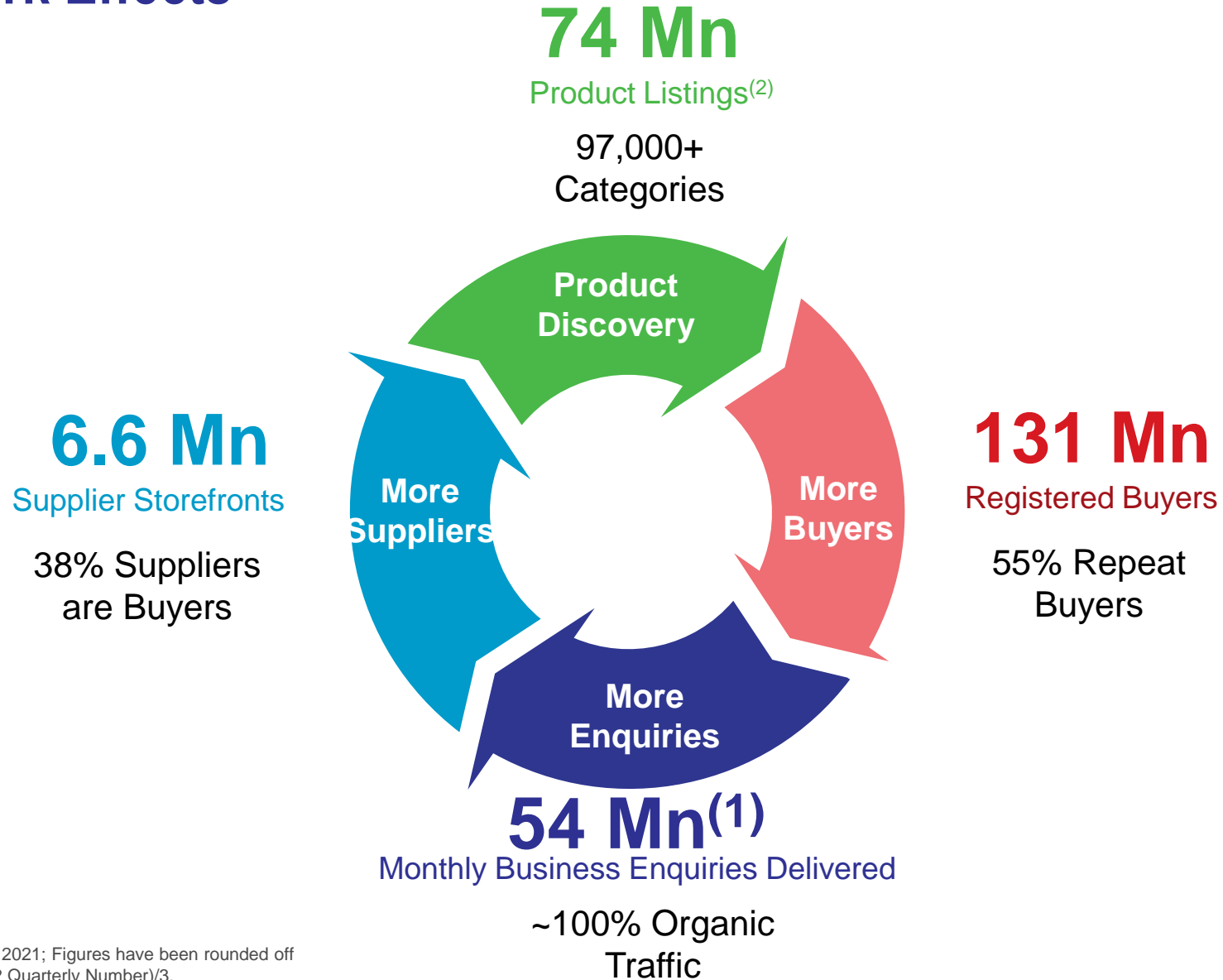
How RFQ / BuyLead Works



Behavioral Data Driven Algorithmic Matchmaking



Strong Network Effects

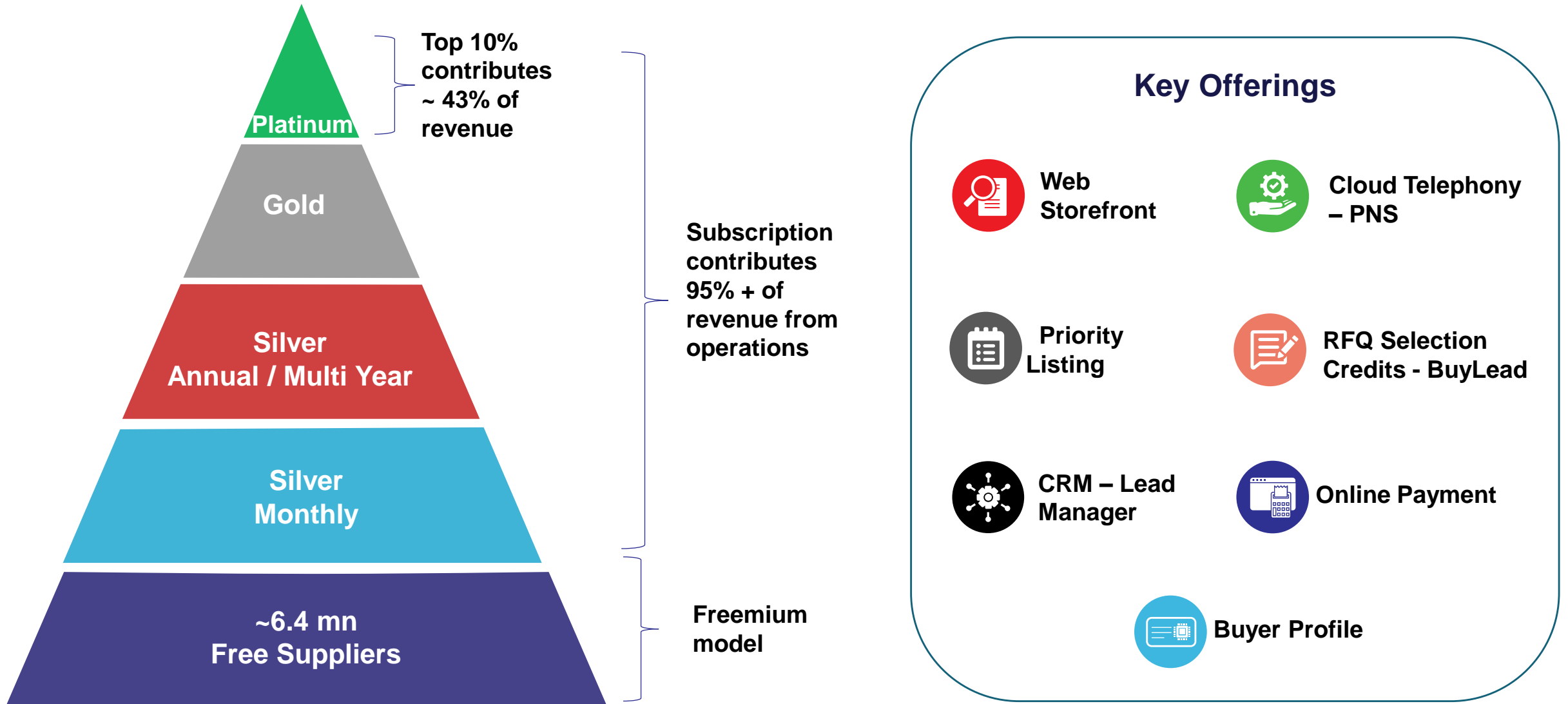


Note: Figures as of June 30, 2021; Figures have been rounded off

1. Calculated as (Q1 FY22 Quarterly Number)/3.
2. Live products listing as of June 2021



ROI-driven, Subscription Based Revenue Model



Note: As on June 30, 2021; Figures have been rounded off

IndiaMART InterMESH Ltd

Subscription Tier Wise RFQ Quota



Daily RFQ Quota

Weekly RFQ Quota

3 - 4

50 - 100

2

20 - 30

1



10

1

7

x

x



Note: As on June 30, 2021; Figures have been rounded off

IndiaMART InterMESH Ltd

Nationwide Sales and Service Coverage



Strong presence across the length and breadth of the country



Presence in 1,000+ cities



Wide network of own sales force and channel partners



FSF, Tele and Online modes

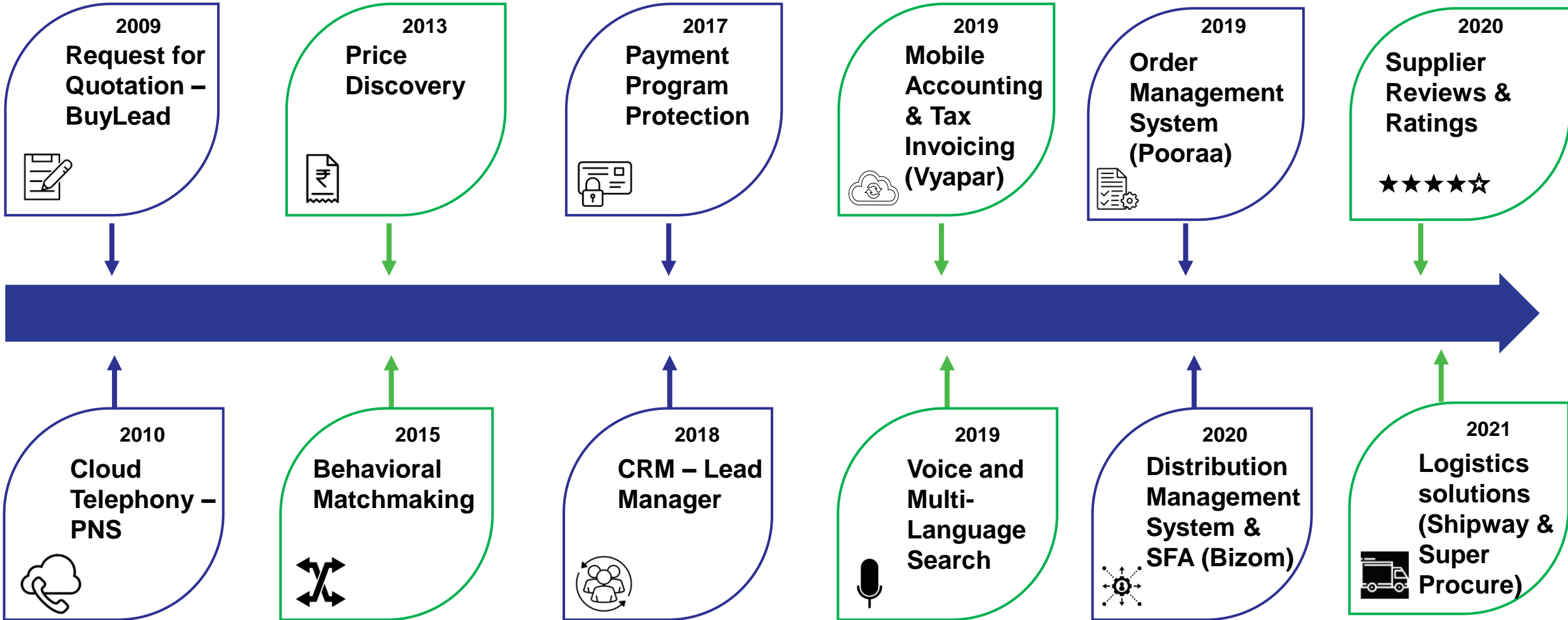
Note: Figures as of March 31, 2021



Note: Map not to scale

IndiaMART InterMESH Ltd

Constant Innovation and Technology Focus



Key Competitive Strengths

BRAND AND NETWORK EFFECT

- ~100% organic search
- 55% repeat buyers
- 38% suppliers are buyers
- 4.6 play store rating

EFFICIENCY & EFFECTIVENESS THROUGH SUPPLIER BEHAVIORAL DATA

- RFQ selection
- Call responsiveness
- CRM replies and callbacks
- AI-based matchmaking

DETAILED CATALOGUE WITH PRICING

- 74 mn listed products⁽¹⁾
- Product specifications
- Pricing, photos & videos
- Review and ratings

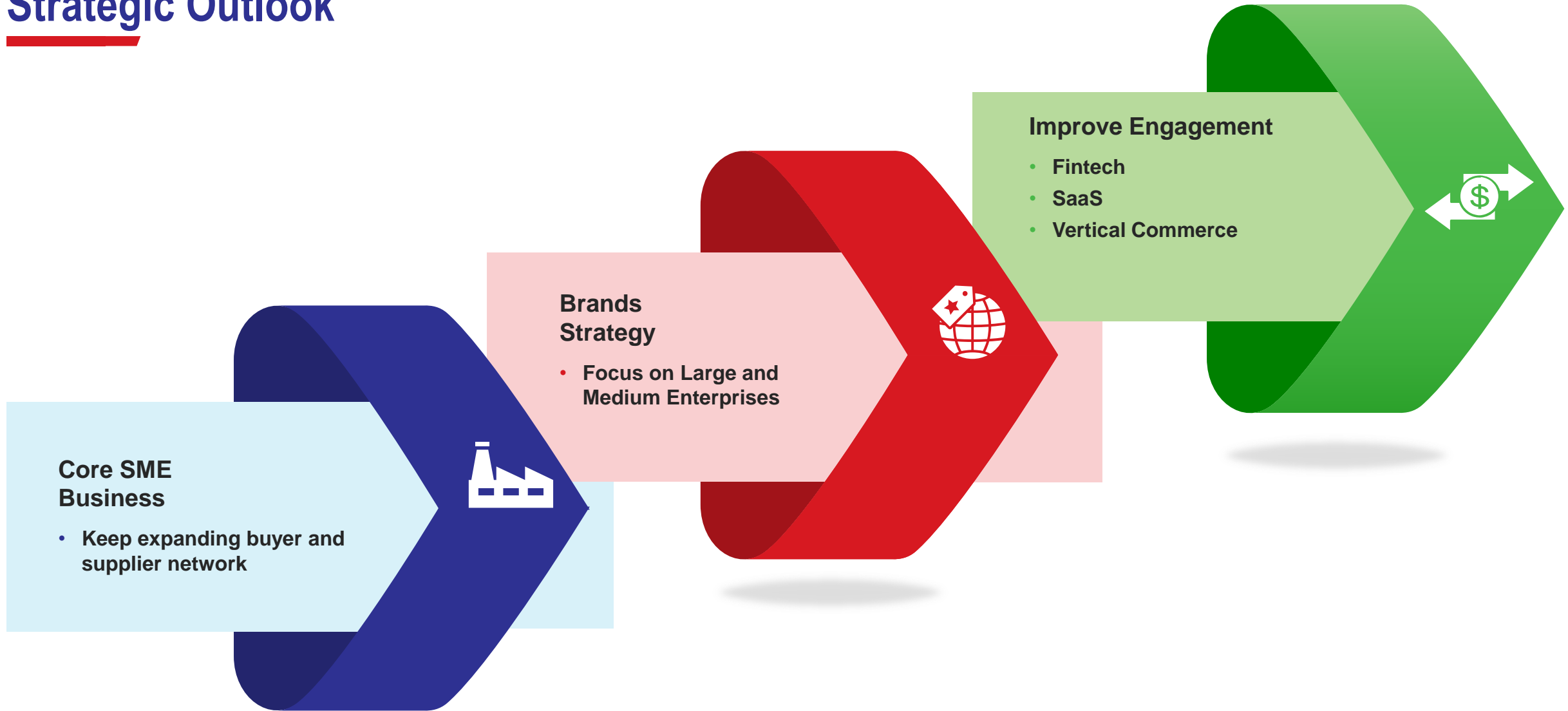
PRESENCE IN A HIGHLY FRAGMENTED MARKET

- 6.6 mn suppliers
- Widespread reach
- Multi-channel sales and service



Note: Figures as of June 30, 2021 , Figures have been rounded off
(1) Live products listing as of June 2021

Strategic Outlook



Journey Towards Commerce and Business Enablement

Enablement of Commerce

Discovery

Products Specifications & Prices

Photos / Videos

Reviews & Ratings

Conversation

Buyer & Supplier Negotiations

Customer History & Reminder

Quotations & Invoicing

Commerce

Payments

Logistics / Tracking

Transaction Financing

Enablement of Business



Inventory Management



Order Management



Accounting / Invoicing



Receivables Management



Procurement Management



Tax Compliance



Distributor Management



Payroll





Business Operational Performance

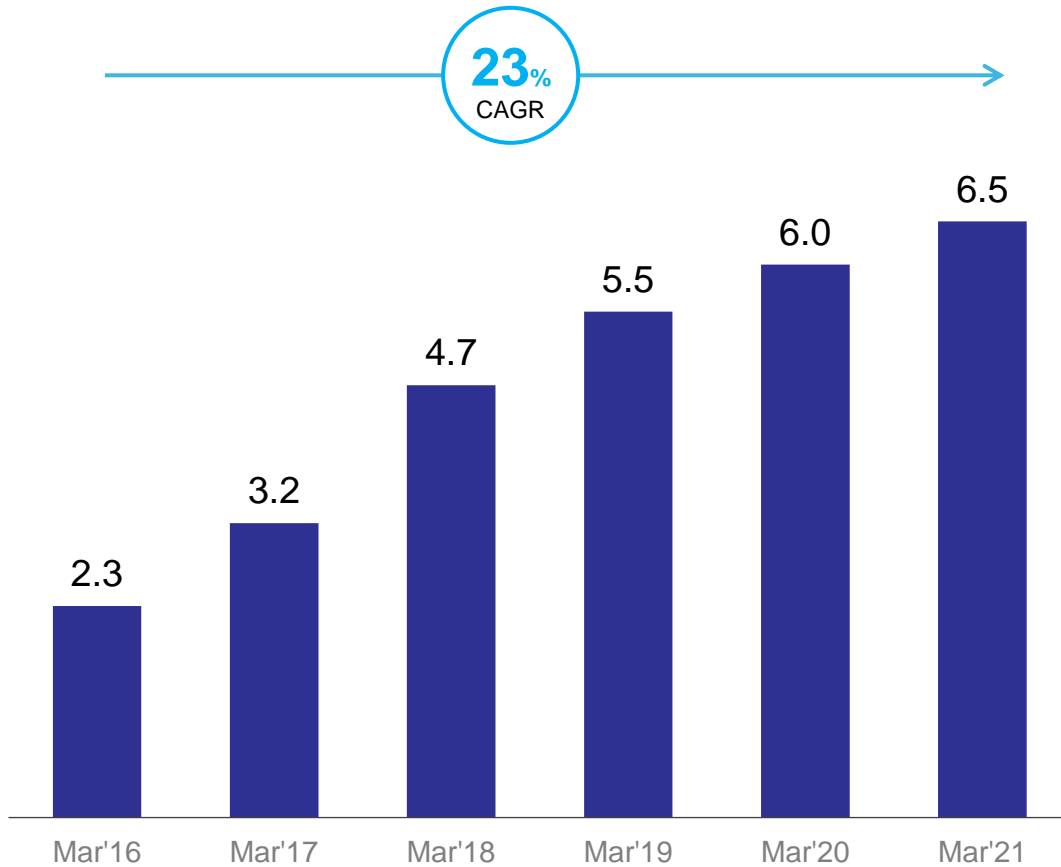


Chaff Cutter

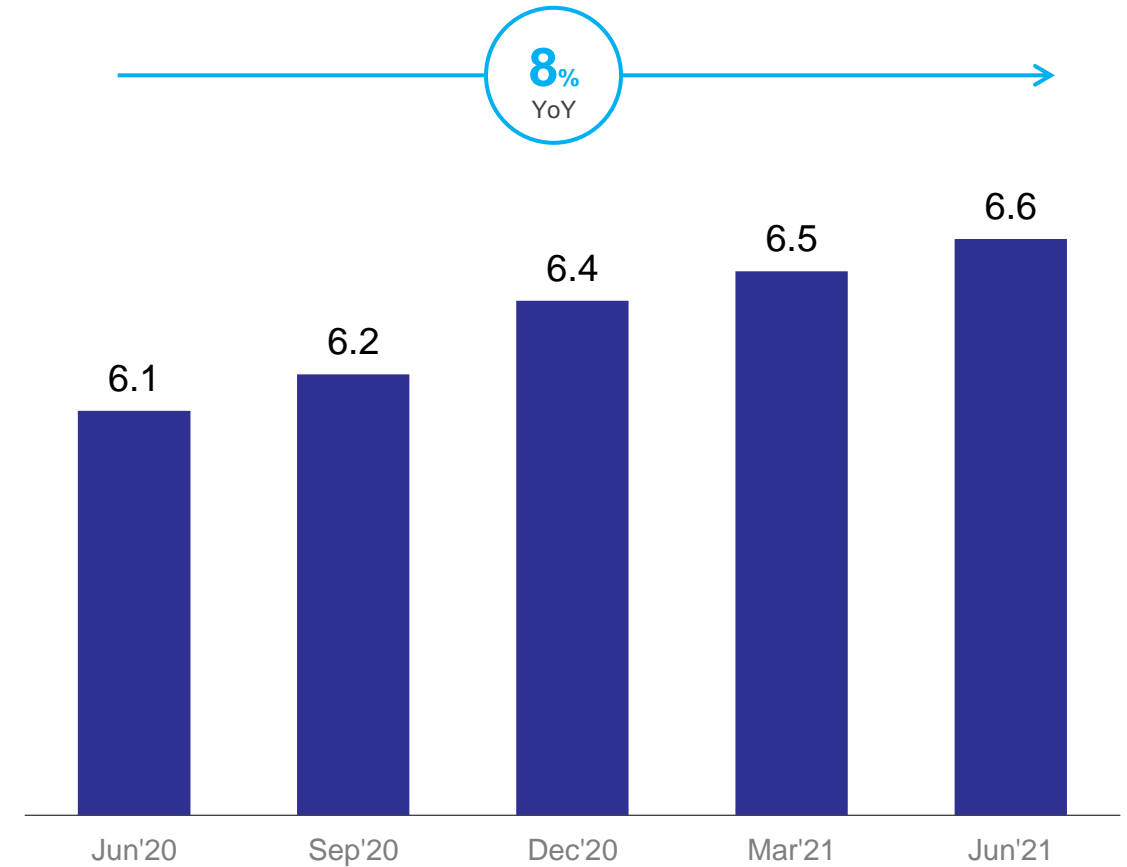
Indian Supplier Storefronts

(Figures in Millions)

Yearly trends



Quarterly trends



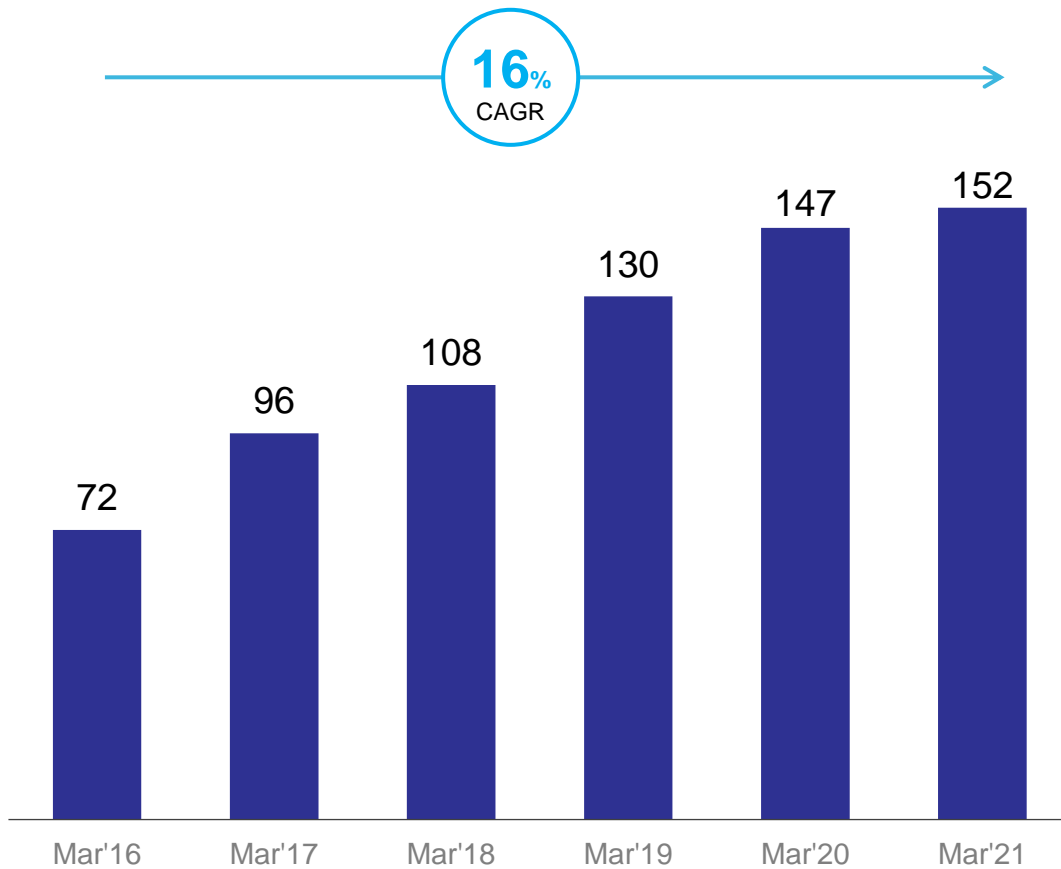
Figures have been rounded off

IndiaMART InterMESH Ltd

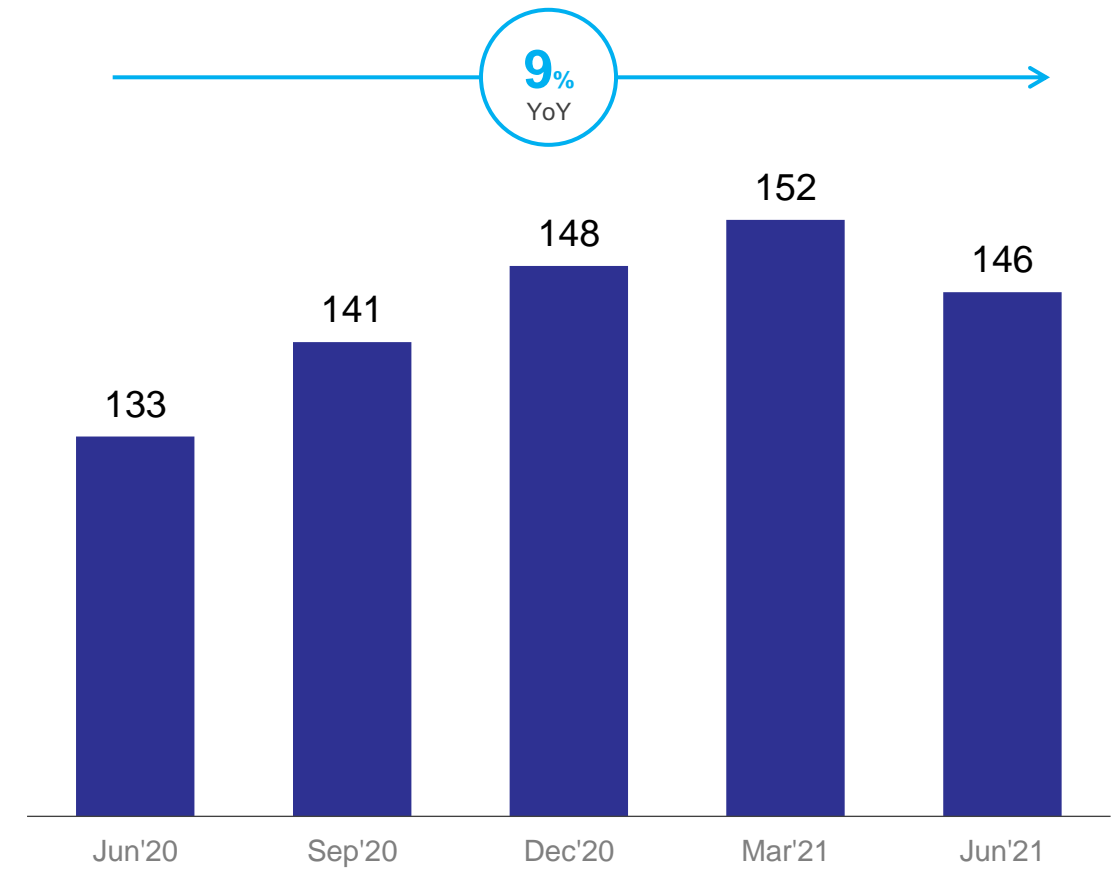
Paying Subscription Suppliers

(Figures in Thousands)

Yearly trends



Quarterly trends



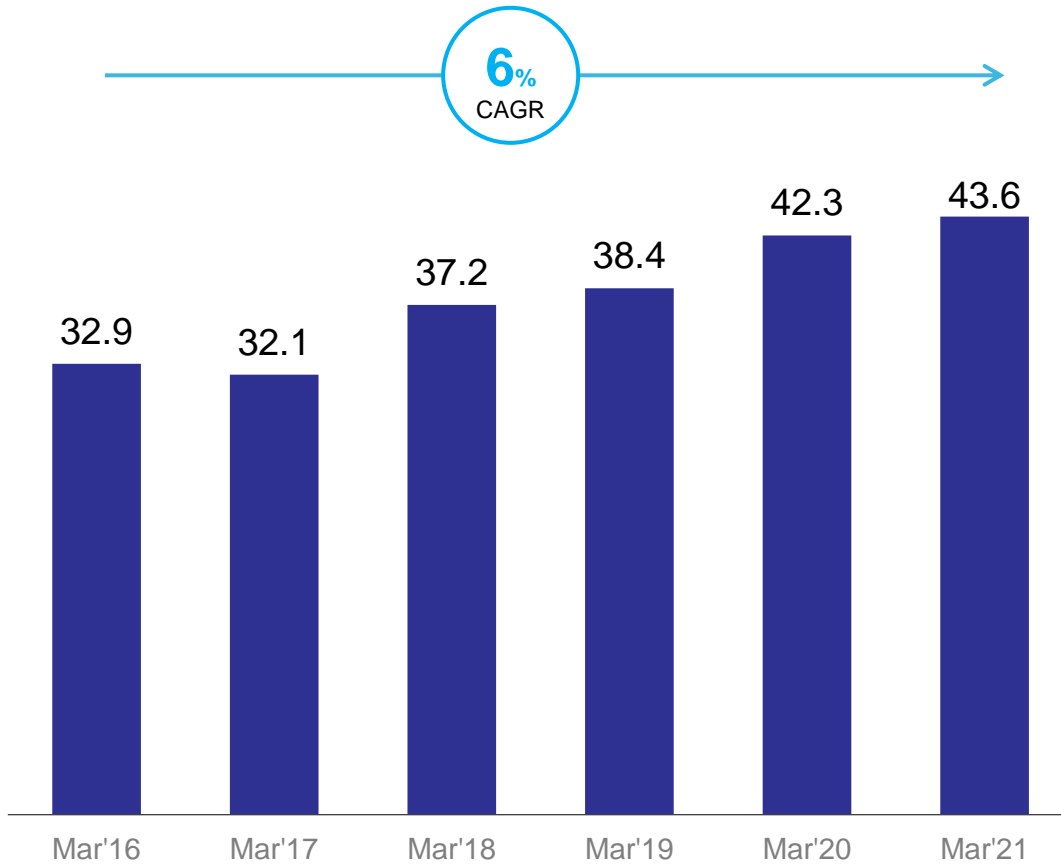
Figures have been rounded off

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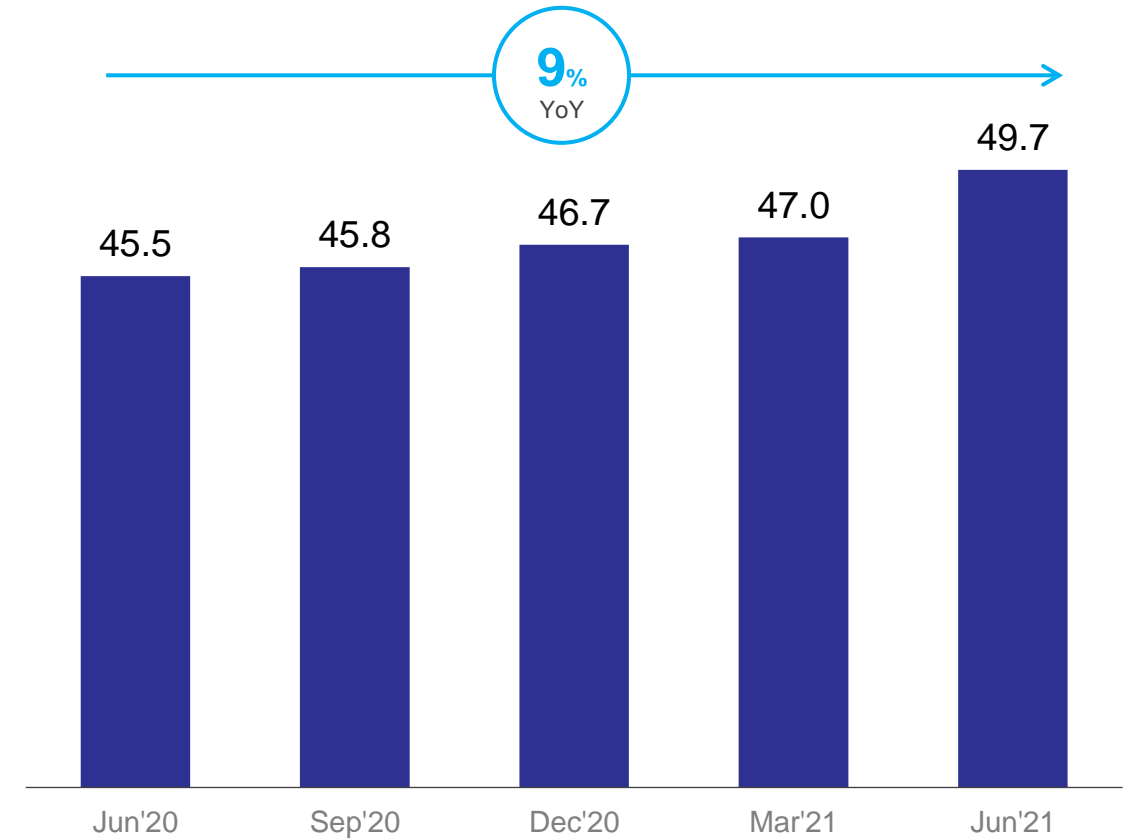
Annualised Revenue Per Paying Subscriber

(Figures in Rupees Thousands)

Yearly trends



Quarterly trends



Represents Revenue from operations for the period divided by Paying subscription suppliers at period end
For the purposes of Quarter, the same has been multiplied by 4 to represent annualized run-rate



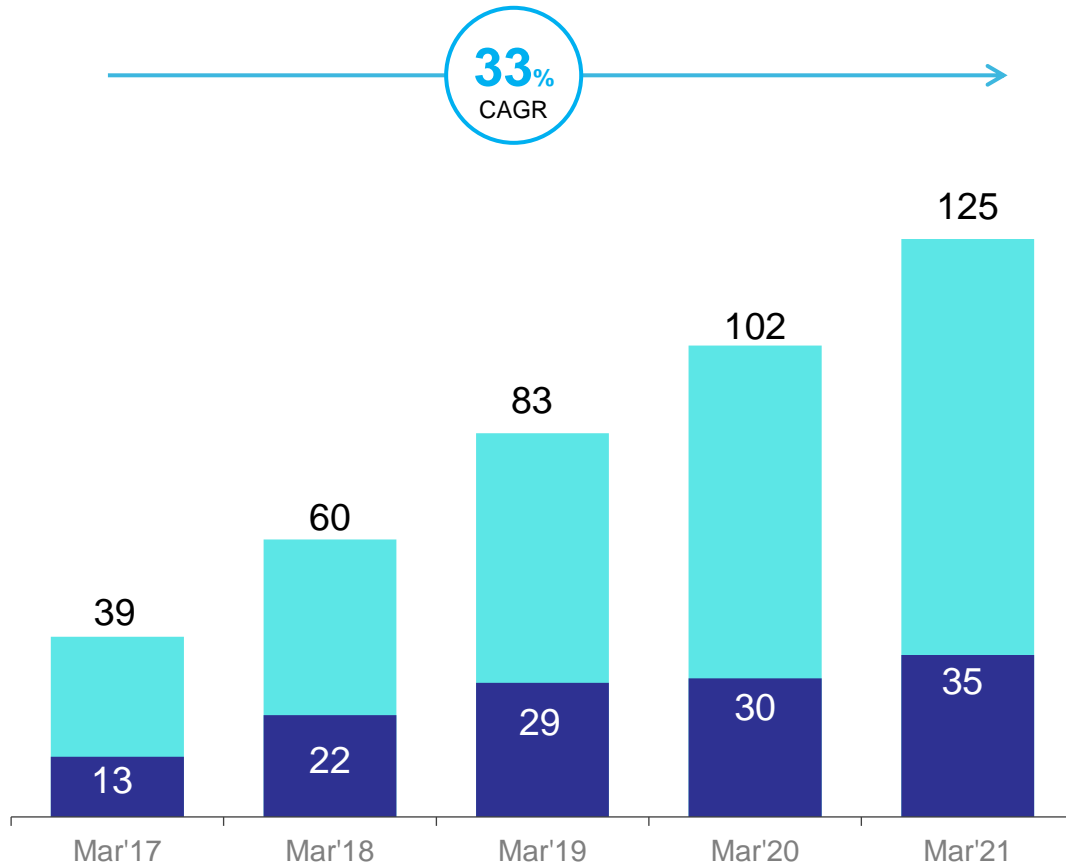
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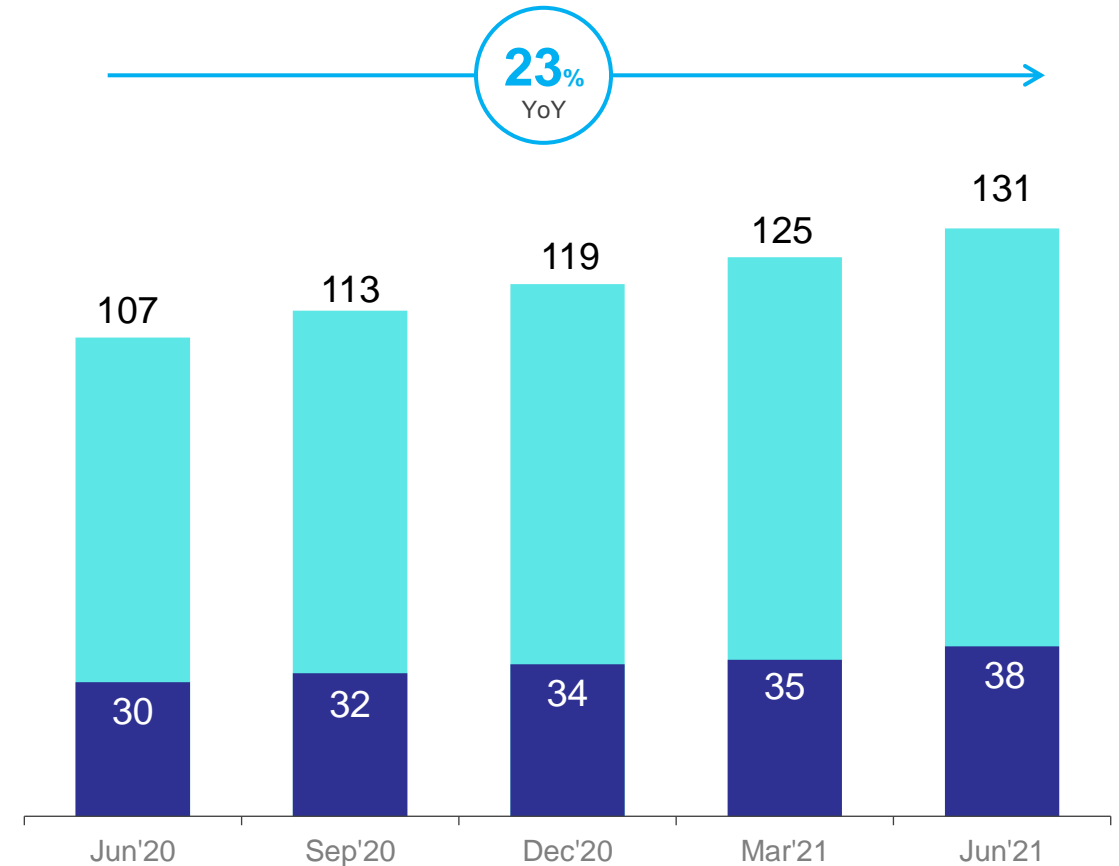
Registered Buyers

(Figures in Millions)

Yearly trends



Quarterly trends



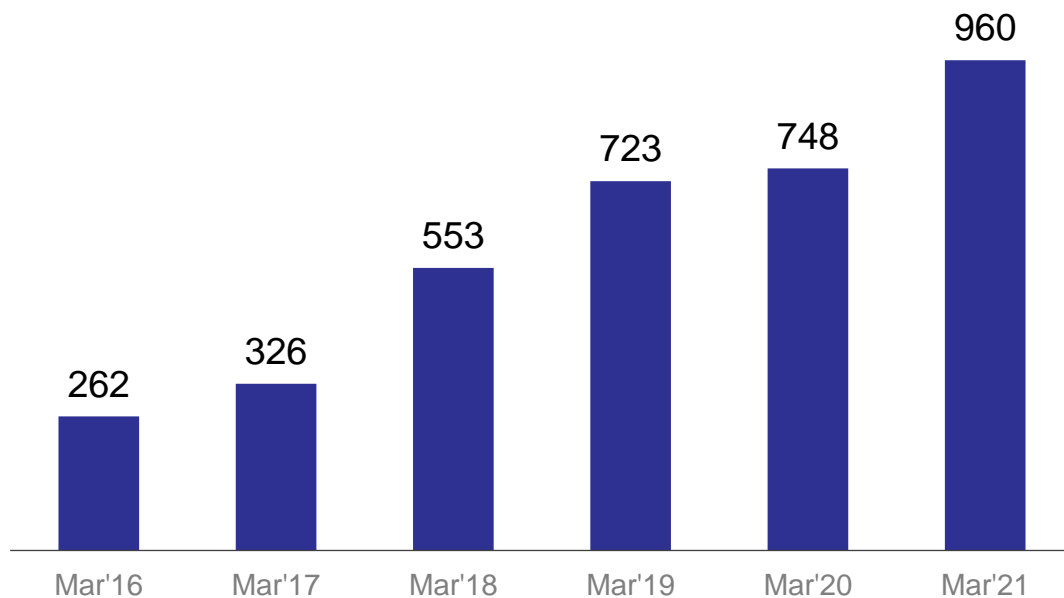
■ Last 12 months active buyers
■ Cumulative buyers till date

Figures have been rounded off



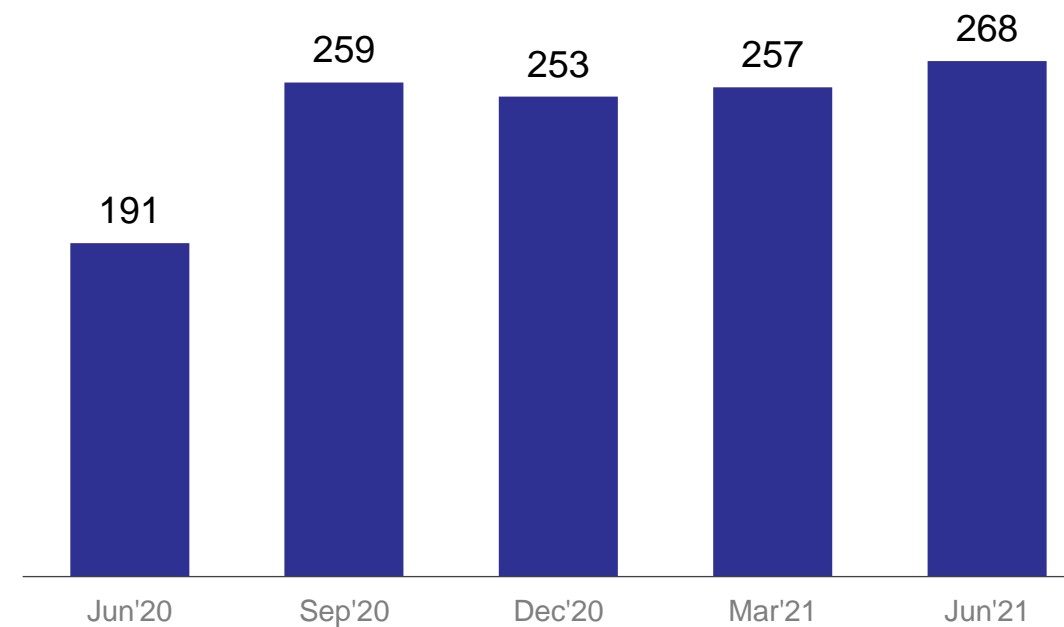
Yearly trends

30%
CAGR



Quarterly trends

40%
YoY



~81% of traffic is through mobile

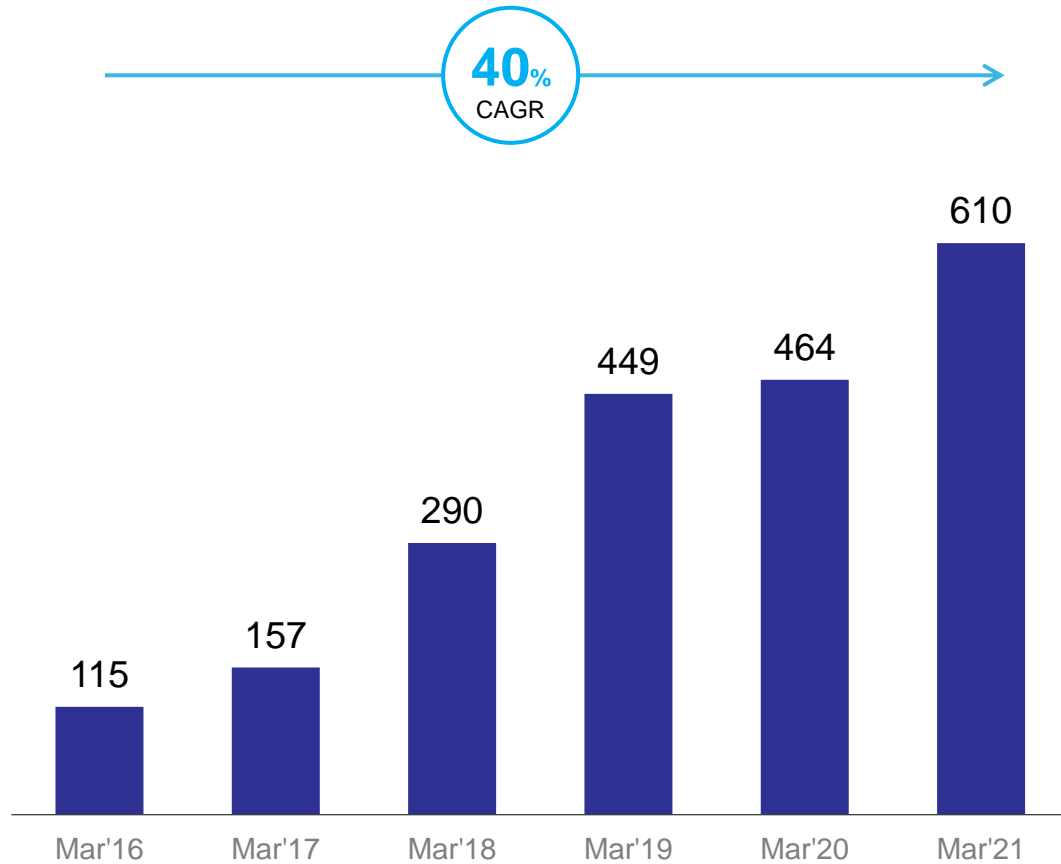


*Traffic is defined as the number of visits on the desktop website, mobile website and mobile app of the company
Figures have been rounded off

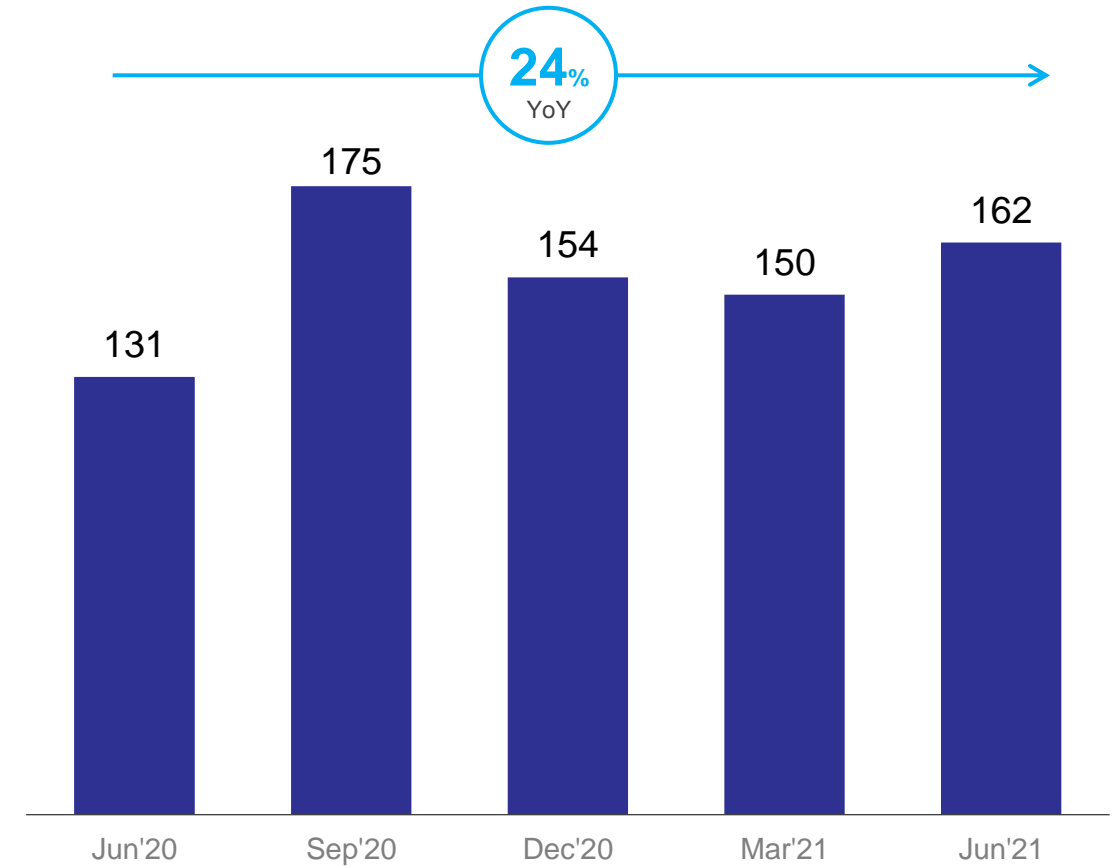
Business Enquiries Delivered

(Figures in Millions)

Yearly trends



Quarterly trends



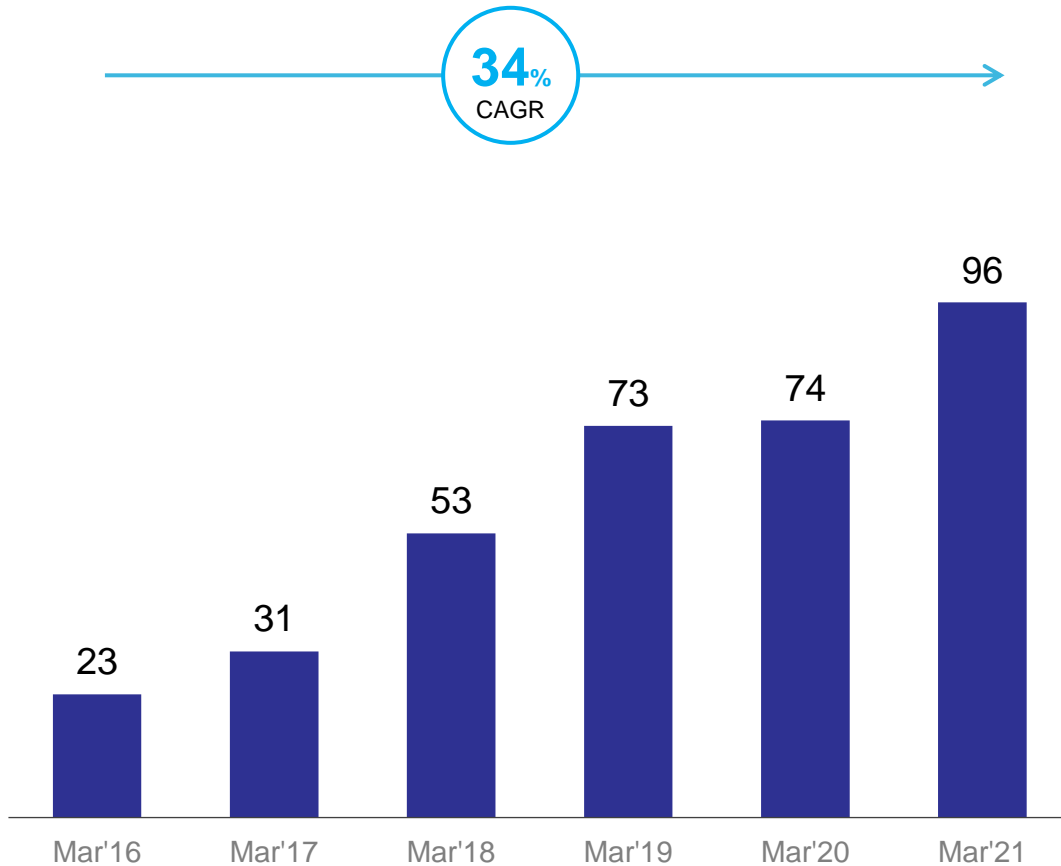
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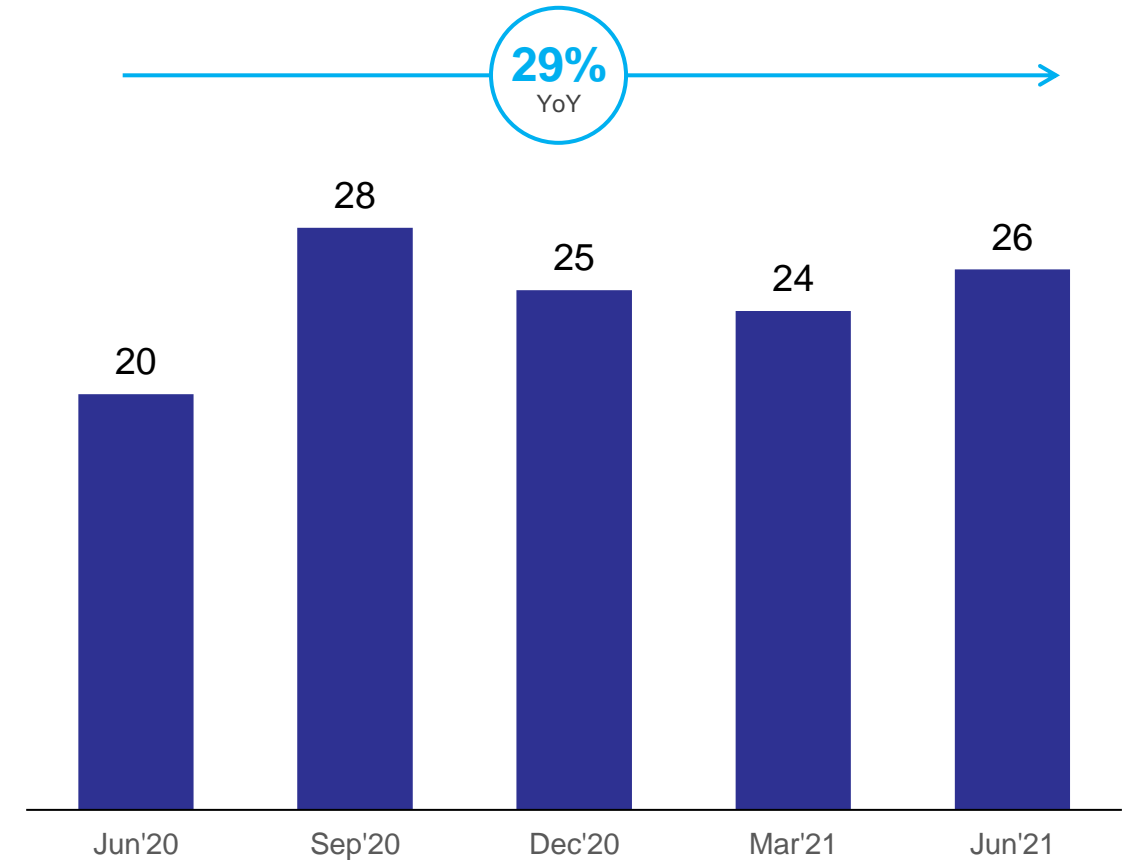
Unique Business Enquiries*

(Figures in Millions)

Yearly trends



Quarterly trends



* We consider a buyer posting an enquiry as one unique buyer for that day. If the same buyer posts another enquiry on a different day, he is considered as a different unique buyer. Sum of all such unique quarterly & yearly buyers is mentioned in the Quarterly and Yearly trends, respectively

Figures have been rounded off



Operational Metrics Summary

As at end of/ during	FY18	FY 2018-19					FY 2019-20					FY 2020-21					FY 2021-22
		Q1	Q2	Q3	Q4	FY19	Q1	Q2	Q3	Q4	FY20	Q1	Q2	Q3	Q4	FY21	Q1
Key Metrics - Operational																	
Registered buyers (mn)	60	66	72	78	83	83	88	93	98	102	102	107	113	119	125	125	131
Total business enquiries delivered (mn)	290	98	118	120	112	449	113	123	112	116	464	131	175	154	150	610	162
Daily Unique Business Enquiries (mn)	53	17	19	19	18	73	18	20	18	18	74	20	28	25	24	96	26
Total Traffic (mn)	553	181	198	173	171	723	184	196	188	180	748	191	259	253	257	960	268
Total Products Live (mn)	50	55	58	59	61	61	62	63	66	67	67	68	69	71	72	72	74
Indian supplier storefronts (mn)	4.7	5.1	5.4	5.4	5.5	5.5	5.6	5.7	5.9	6.0	6.0	6.1	6.2	6.4	6.5	6.5	6.6
Paying subscription suppliers (000s)	108	113	119	124	130	130	133	137	142	147	147	133	141	148	152	152	146
Annualized revenue per Paying customer (ARPU) ¹ (Rs)	37,246	39,443	40,204	42,309	41,701	38,373	43,565	44,608	45,330	44,961	42,272	45,452	45,809	46,707	47,004	43,640	49,708
Revenue Share - Top 10% Paying subscription suppliers	39%					40%	41%	41%	41%	41%	41%	43%	41%	41%	41%	41%	43%
Employees*	2,539	2,798	2,795	2,856	2,915	2,915	3,067	3,205	3,209	3,150	3,150	3,011	2,863	2,782	2,701	2,701	2,982
Product & Tech employees	424	518	530	526	520	520	510	515	493	466	466	498	476	463	419	419	464
Corporate employees	173	161	155	152	146	146	159	166	173	160	160	138	138	138	132	132	142
Sales supervision and servicing	1,942	2,119	2,110	2,178	2,249	2,249	2,398	2,524	2,543	2,524	2,524	2,375	2,249	2,181	2,150	2,150	2,376

(1) Represents revenue from operations for the period divided by paying subscription suppliers at period end

* Represents employee count of standalone IndiaMart.

Figures have been rounded off





COVID 19 Update



COVID 2.0 – Severe Attack; Moderate Impact

Sustained Traffic

Customers lost 6k
vs 14k last time

Collections from Customer
₹170 Cr vs ₹94 Cr last time



Long Term Opportunities

Accelerated Internet
Adoption

Openness to Online and
Tele-sales

Make in India Push



Our Enablers

Negative Working Capital
Business Model

Strong Balance Sheet with
Zero Debt

Diversification Across
Categories & Geographies

Brand Awareness

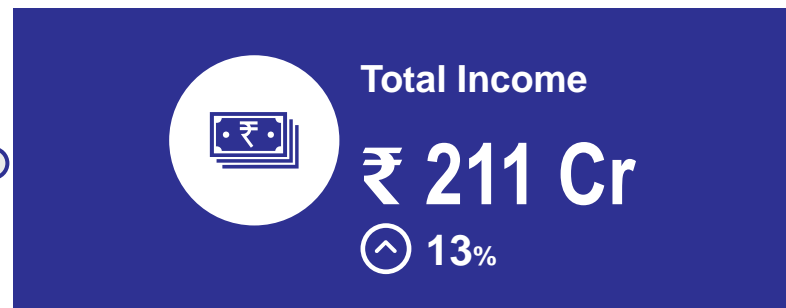




Financial Performance

Consolidated Section

Q1 FY22 Results Overview (Consolidated)



Revenue from Operations

₹ 182 Cr

↑ 19%



EBITDA

₹ 89 Cr

↑ 21%
49% Margin



Deferred Revenue

₹ 715 Cr

↑ 14%



Cash Generated from Operating Activities

₹ 61 Cr

↑ 1,783%



Net Profit

₹ 88 Cr

↑ 19%
42% Margin



Cash and Investments

₹ 2,421 Cr

↑ 154%

↑ ↓ Calculated YoY

Results are compared against Q1 FY21
Note: As on June 30, 2021; Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off;
Cash and Investments include Rs. 1,070 crores raised by company through QIP in February 2021

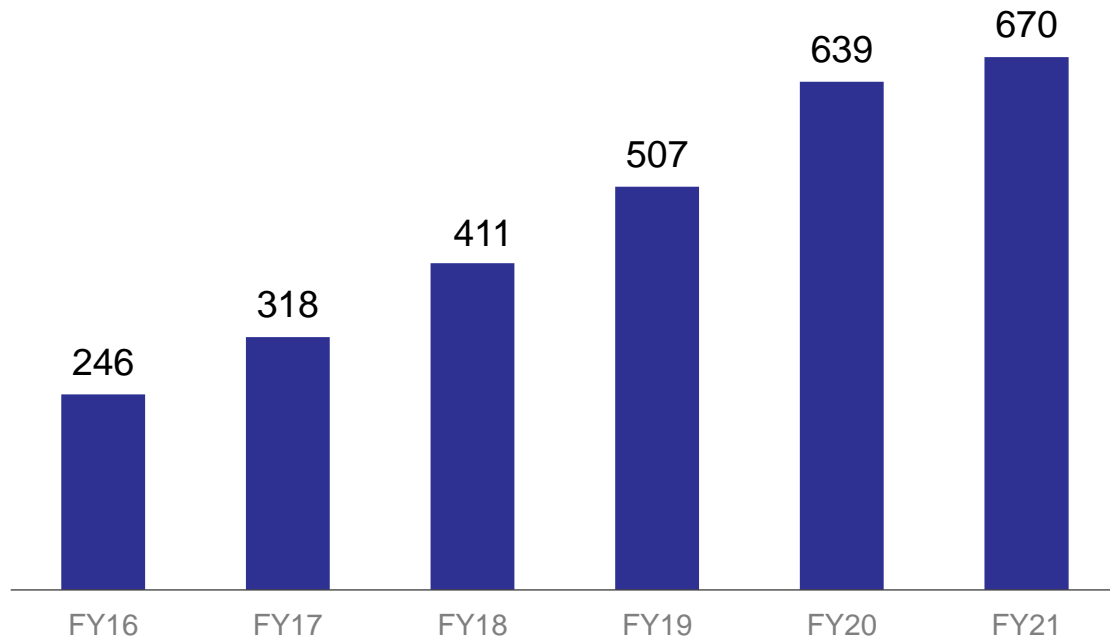


Revenue from Operations - Consolidated

(₹ in Crores)

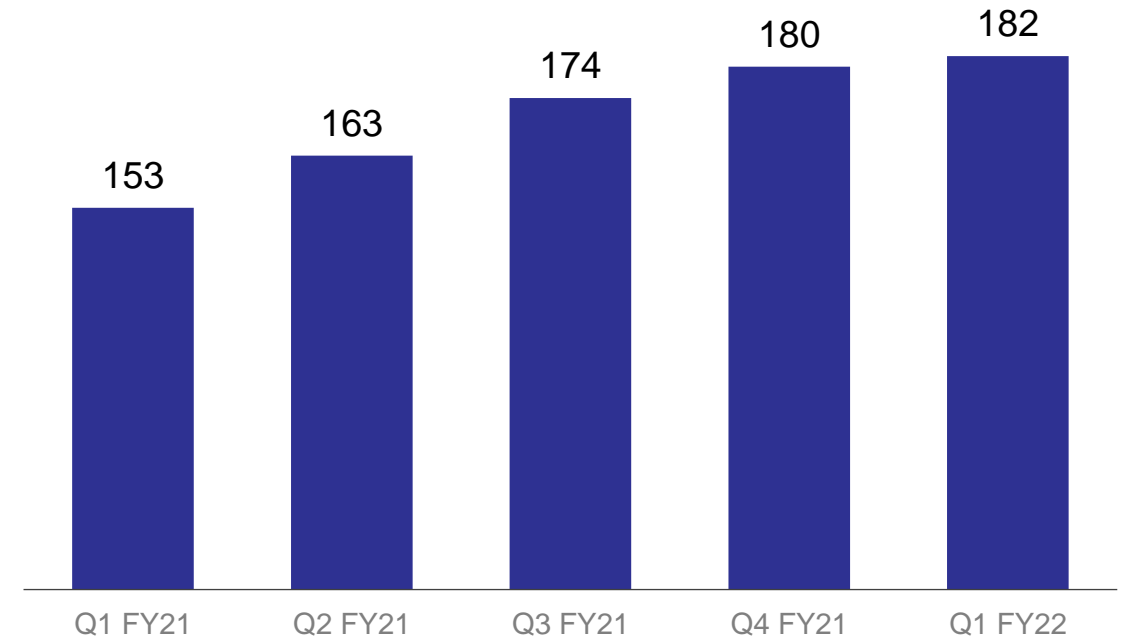
Yearly trends

22%
CAGR



Quarterly trends

19%
YoY



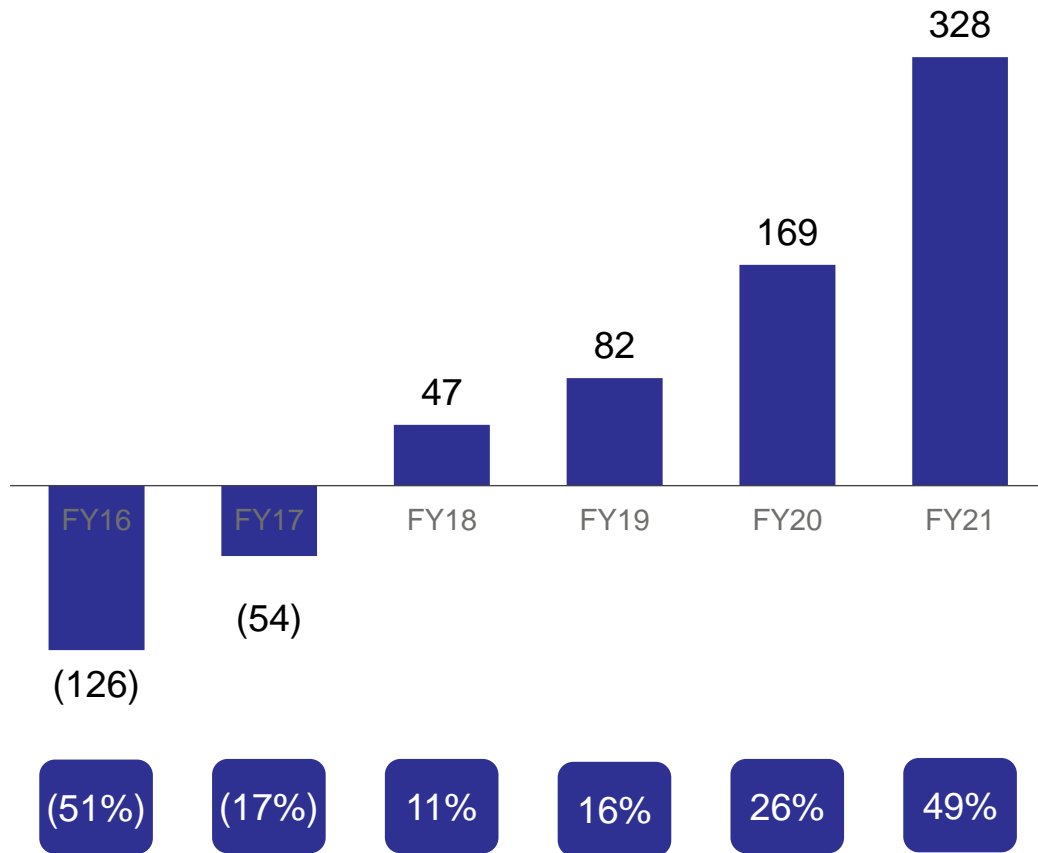
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IndiaMART InterMESH Ltd

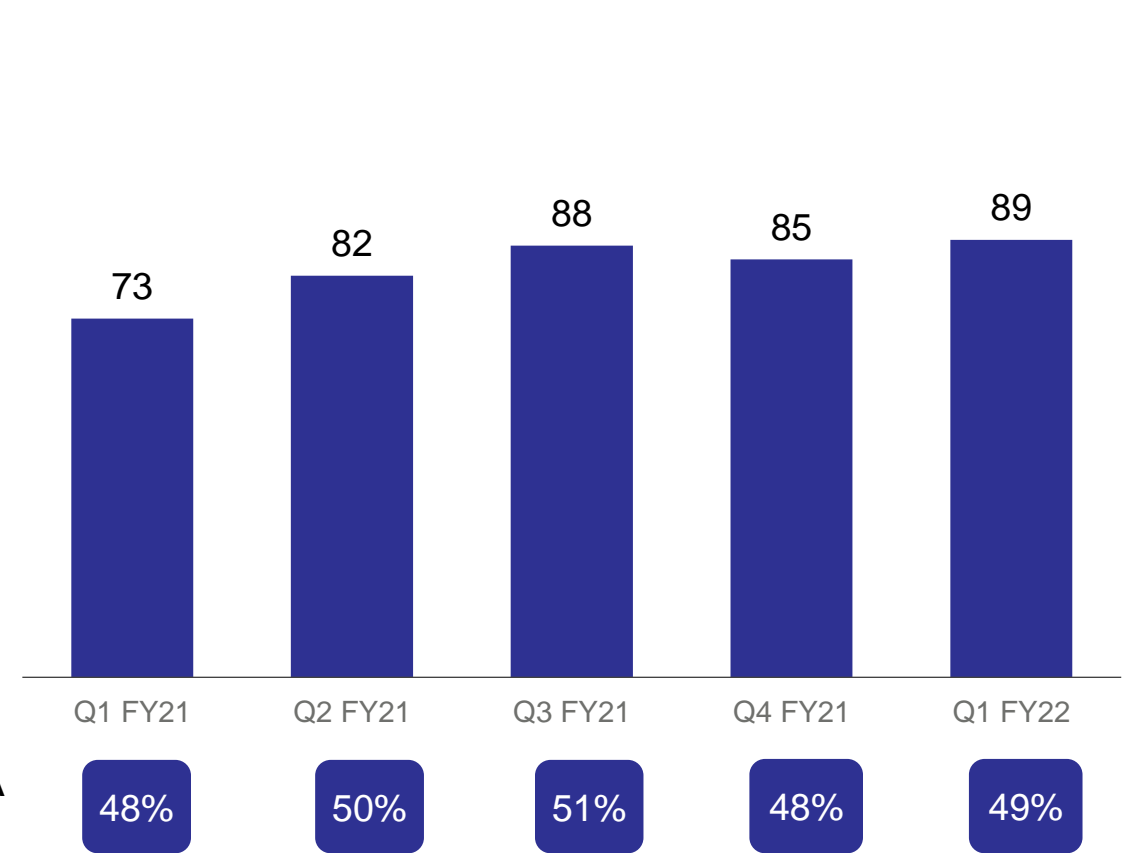
EBITDA - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20 and Rs. 3 crores in Q1 FY21 and Rs. 3.9 crores in Q2 FY21 and Rs. 3.3 crores in Q3FY21 and Rs. 3.4 crores in Q4FY21 and Rs. 3.2 crores in Q1FY22

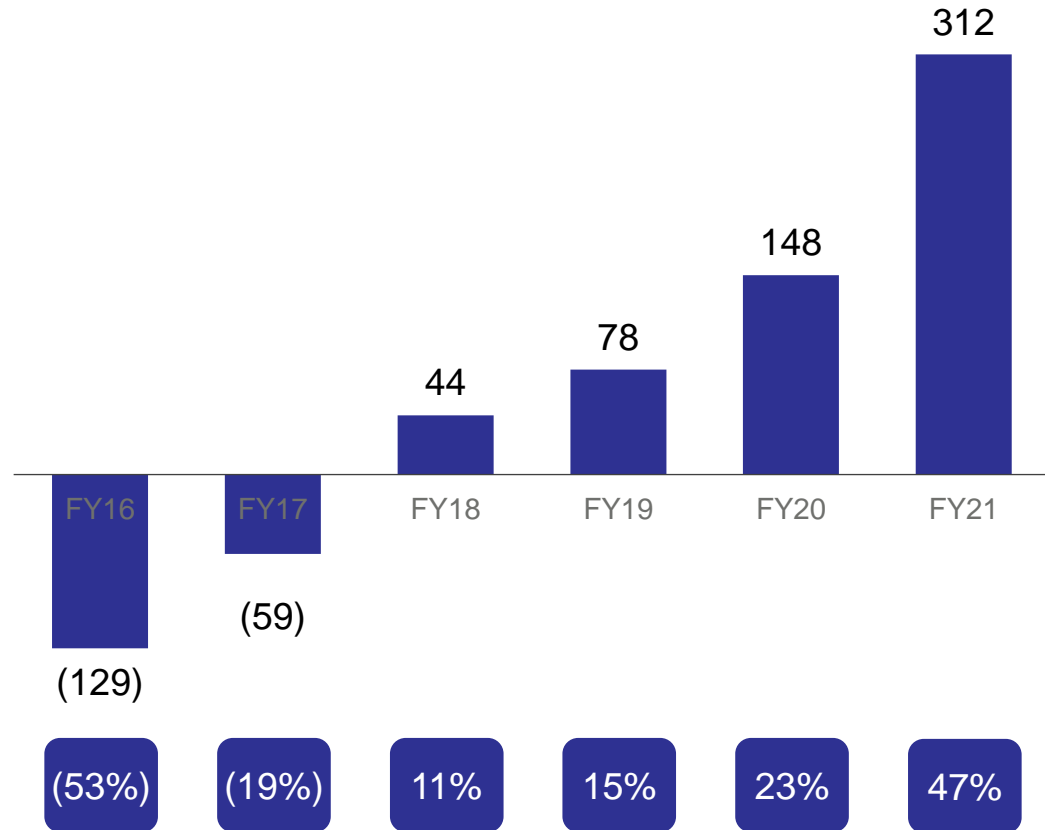


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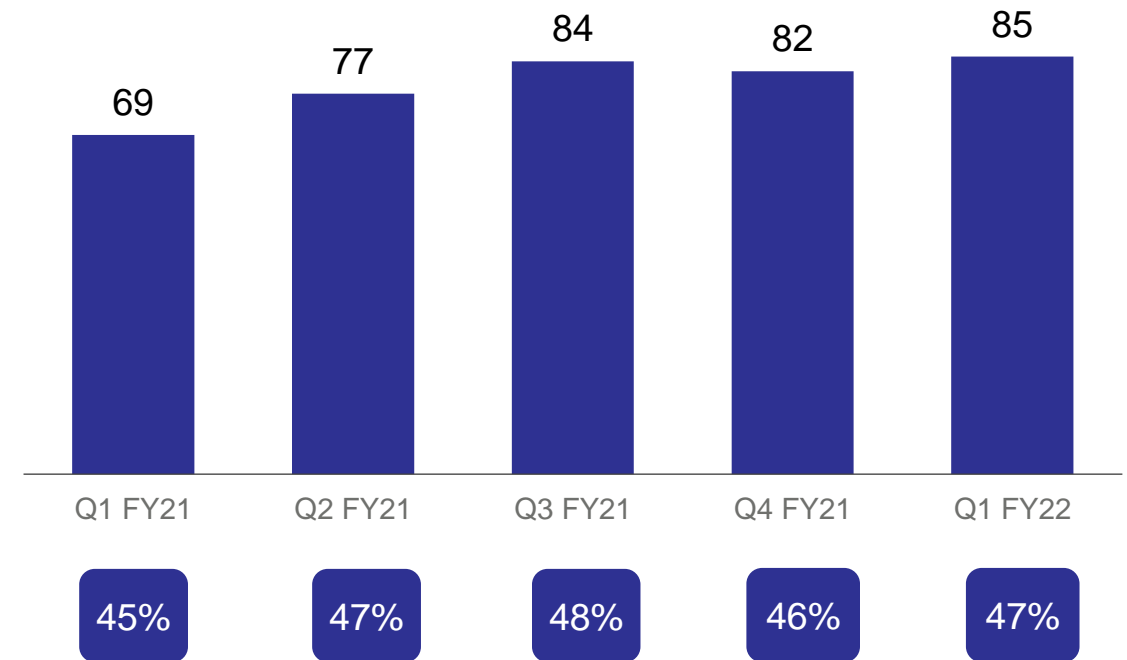
EBIT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends

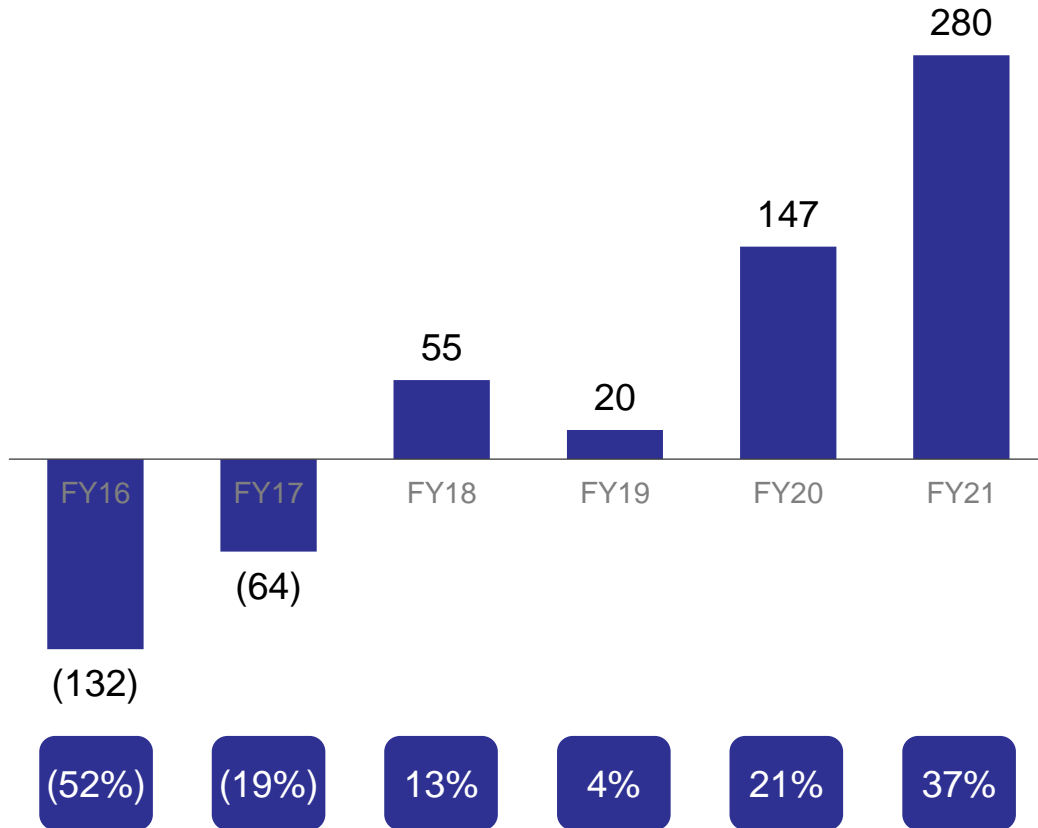


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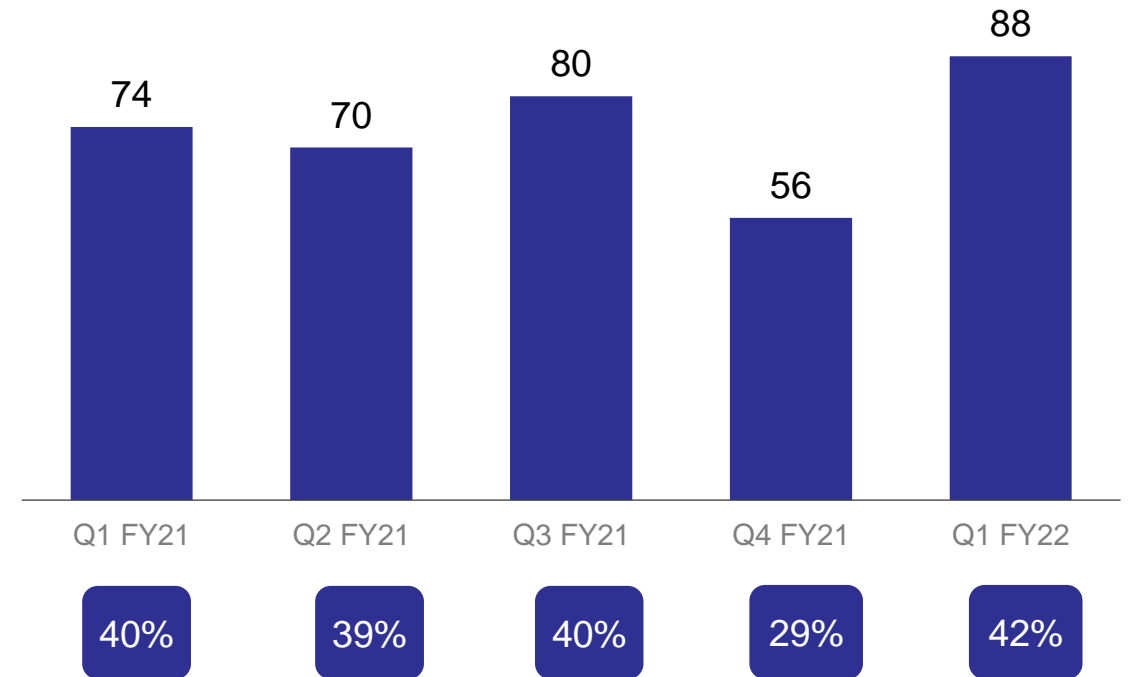
PAT - Consolidated

(₹ in Crores)

Yearly trends



Quarterly trends



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Financial Performance – Consolidated

(₹ in Crores)

Financial Metrics	Q1 FY22	Q1 FY21	YoY Change	Q4 FY21	QoQ Change
Revenue from Operations	182	153	19%	180	1%
Other Income	29	34	(13%)	10	183%
Total Income	211	187	13%	190	11%
Manpower and Outsourced Sales Cost	68	60	14%	72	(5%)
Other Operating Expense	25	20	24%	22	12%
Total Expenses	93	80	17%	94	(1%)
EBITDA	89	73	21%	85	4%
<i>EBITDA Margin(%)</i>	<i>49%</i>	<i>48%</i>		<i>48%</i>	
Depreciation and amortization expense	3	4	(28%)	4	(9%)
Others ¹	(0.1)	1	(105%)	(0.1)	(30%)
Profit Before Tax	112	100	11%	89	25%
Tax Expense	24	26	(9%)	34	(28%)
Net Profit	88	74	19%	56	58%
<i>Net Profit Margin(%)</i>	<i>42%</i>	<i>40%</i>		<i>29%</i>	
EPS (Rs.)	29.0	25.6	13%	18.7	55%
Cash Generated from Operating Activities	61	3	1783%	165	(63%)
Collections from Customers	170	96	78%	272	(38%)

Notes

- Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Share in net profit /(loss) of associates
- The Company has diluted its 70% stake in Tentimes Online Private Limited, a wholly owned subsidiary; therefore, it's considered as an Associate from 1 September 2020.



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Balance Sheet – Consolidated

(₹ in Crores)

Assets	June-21	Mar-21
PPE ¹ , CWIP ¹ , Intangible assets, other non-current assets	4.1	4.4
Right-of-use asset	59.0	62.6
Investment in subsidiaries and associates	54.7	27.0
Financial assets		
Bank Deposits	-	-
Others	15.5	14.1
Deferred and Non-current tax asset	18.8	18.7
Total Non-Current Assets	152.1	126.8
Financial assets		
Cash & Investments ²	2,421.3	2,365.4
Others	7.2	9.7
Current Tax and other current assets	3.6	9.7
Total Current Assets	2,432.2	2,384.7
Total Assets	2,584.3	2,511.5

Equity and Liabilities	June-21	Mar-21
Total Equity	1,699.6	1,610.9
Financial liabilities		
Lease Liabilities	50.5	52.6
Deferred tax liabilities (net)	15.9	20.7
Provisions	29.2	27.5
Contract liabilities	272.8	258.5
Total Non-current Liabilities	368.4	359.3
Financial liabilities		
Lease Liabilities	10.2	10.9
Others	27.1	35.6
Provisions	5.0	4.8
Contract liabilities	442.3	467.6
Other current liabilities	31.9	22.4
Total Current Liabilities	516.4	541.3
Total Equity and Liabilities	2,584.3	2,511.5

Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress
2. Cash and Investments include Rs. 1,021 crores raised by company through QIP in February 2021



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Revenue – Legal Entity View

(₹ in Crore)

Particulars	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22
Revenue from Operations					
IndiaMART InterMESH Ltd	151	162	173	179	181
Ten Times Online Pvt Ltd ¹	1	0.7	-	-	-
Pay With IndiaMART Pvt Ltd	0.5	0.8	0.7	0.7	0.7
Tolexo Online Pvt Ltd	0.1	0.1	0.1	0.1	0.1
	153	164	174	180	182
Inter Company Adjustments	(0.1)	(0.3)	(0.2)	(0.2)	(0.2)
Total Revenue from Operations	153	163	174	180	182

~99% of revenue contributed by IndiaMART standalone business



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off
1. Ten Times Revenue has been considered up to 31 Aug 20 as it converted from subsidiary to associate

IndiaMART InterMESH Ltd

Historical Financial Metrics

(₹ in Crore Consolidated)

Financial Metrics	FY-16	FY-17	FY-18	FY-19	FY-20	FY-21
Total Income	251	332	430	548	707	756
Revenue from Operations	246	318	411	507	639	670
EBITDA	(126)	(54)	47	82	169	328
EBITDA Margin (%)	(51%)	(17%)	11%	16%	26%	49%
EBIT	(129)	(59)	44	78	148	312
EBIT Margin (%)	(53%)	(19%)	11%	15%	23%	47%
Adjusted Net Profit for the period*	(124)	(45)	63	85	147	280
Adjusted Net Profit Margin (%)	(50%)	(14%)	15%	16%	21%	37%
Net Profit for the period	(132)	(64)	55	20	147	280
Cash Generated from Operating Activities	(56)	(1)	179	255	261	323
Collections from Customer	315	386	509	671	738	711
Deferred Revenue (period end)	257	325	424	586	685	726
Cash and Investments (period end)	159	177	388	685	931	2,365

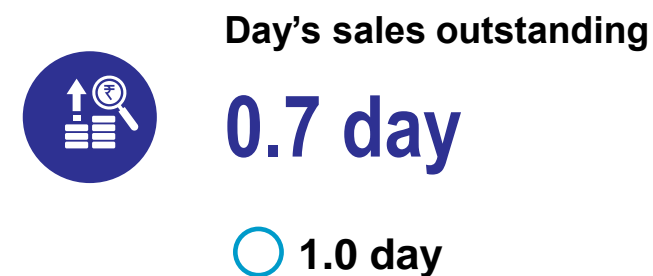
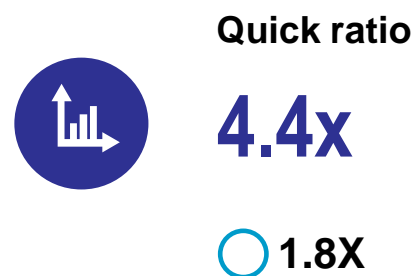
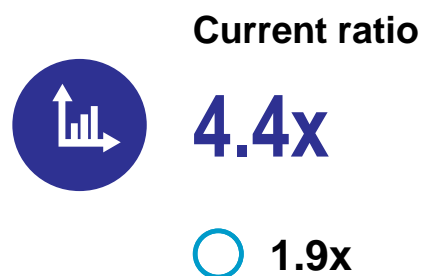
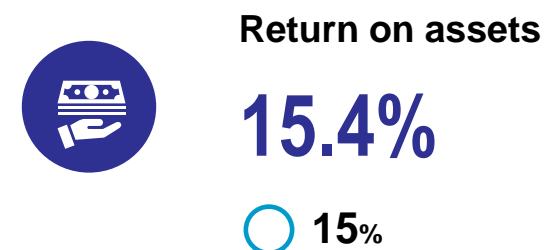
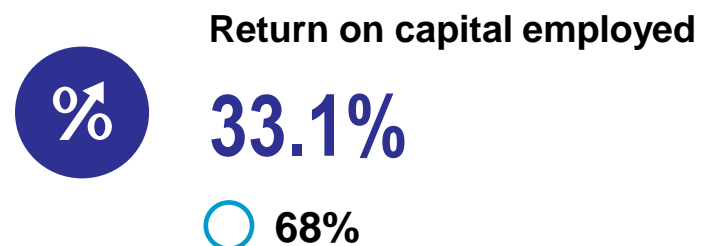
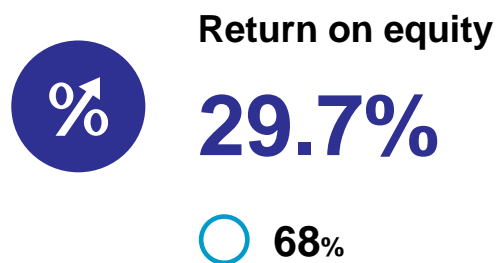
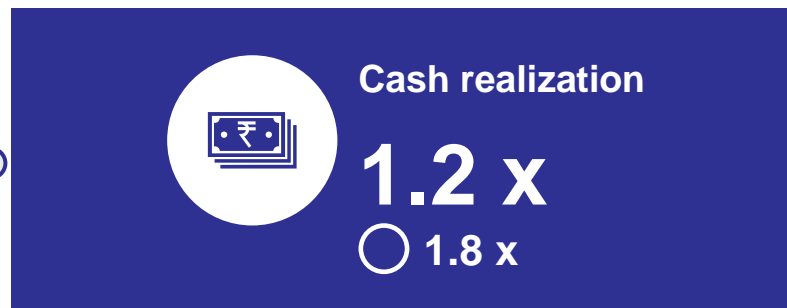
- Net Profit has been adjusted for FVTPL expenses or adjustments and one-time benefits of Deferred Tax
- Deferred revenue includes Advances from Customers



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Historical Key Financial Ratios



Ratios have been presented for FY21 and have been compared against FY20

IndiaMART InterMESH Ltd

○ Represents FY20 ratio



Financial Performance

Standalone Basis



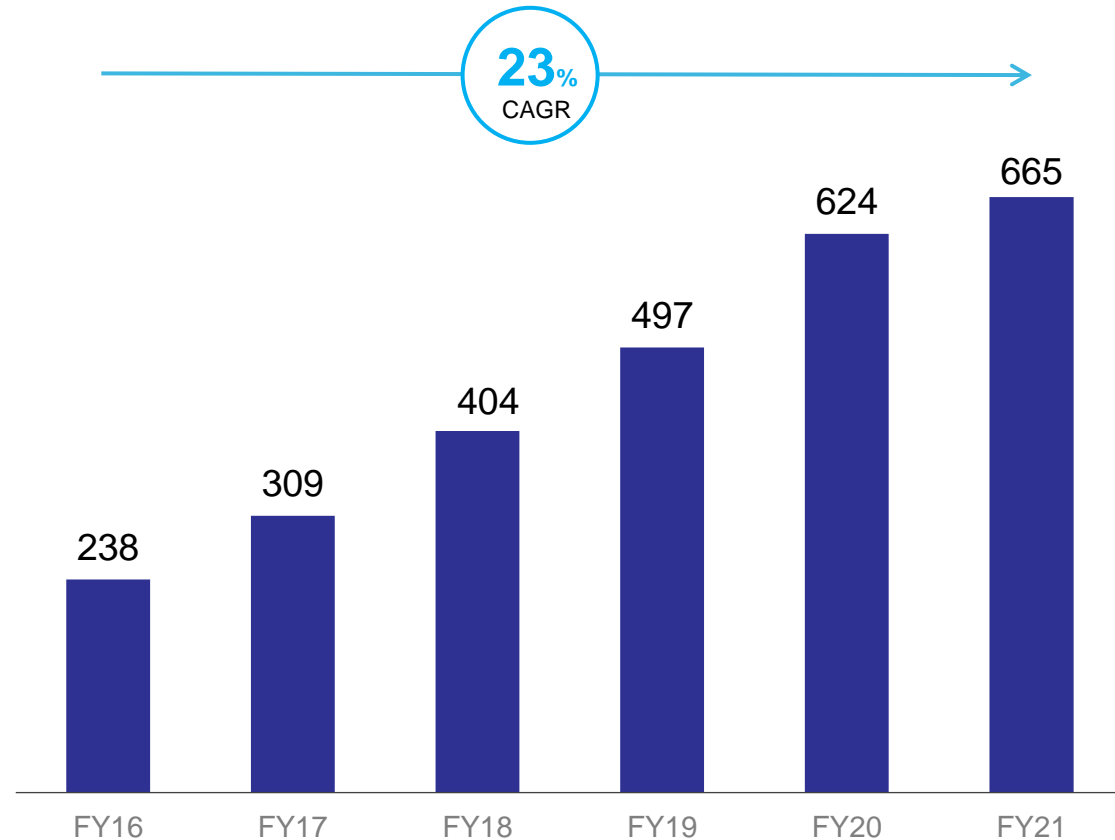
Egg Incubator

Revenue from Operations - Standalone

(₹ in Crores)

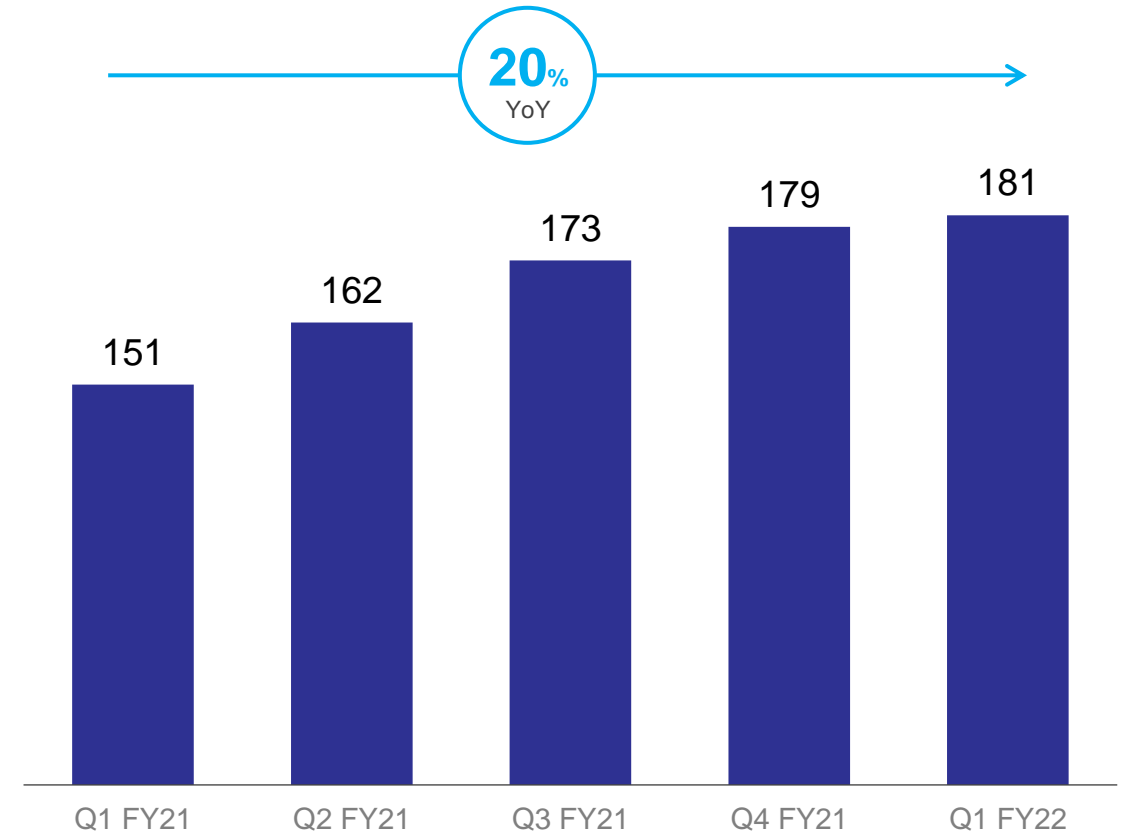
Yearly trends

23%
CAGR



Quarterly trends

20%
YoY



~43% of revenue contributed by top 10% of paying subscription suppliers



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

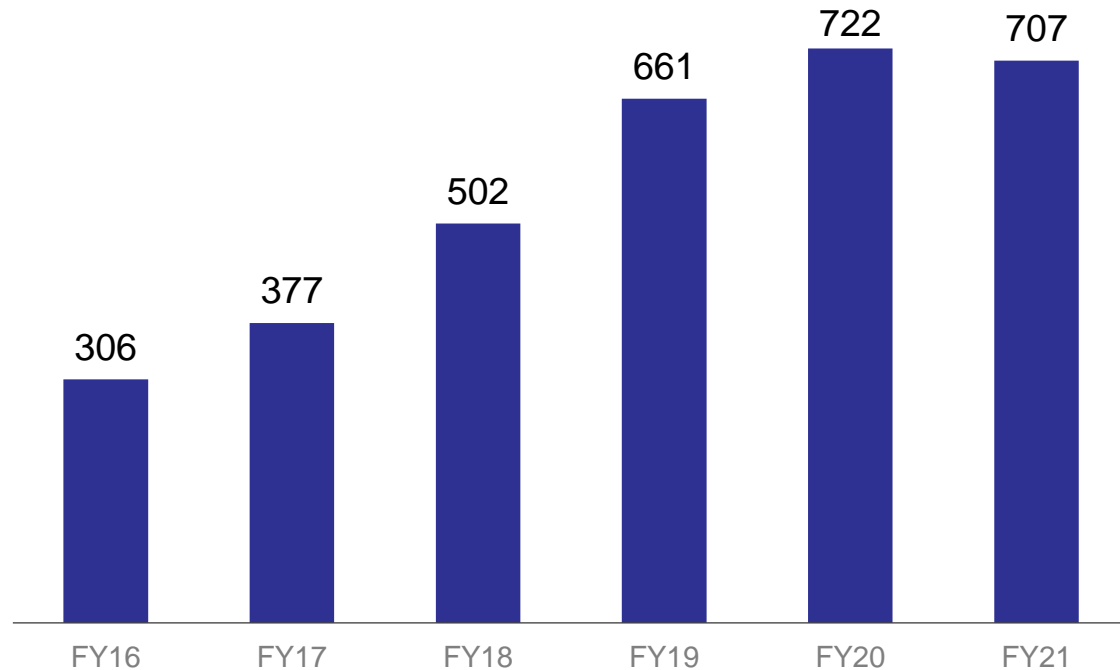
IndiaMART InterMESH Ltd

Collections from Customer - Standalone

(₹ in Crores)

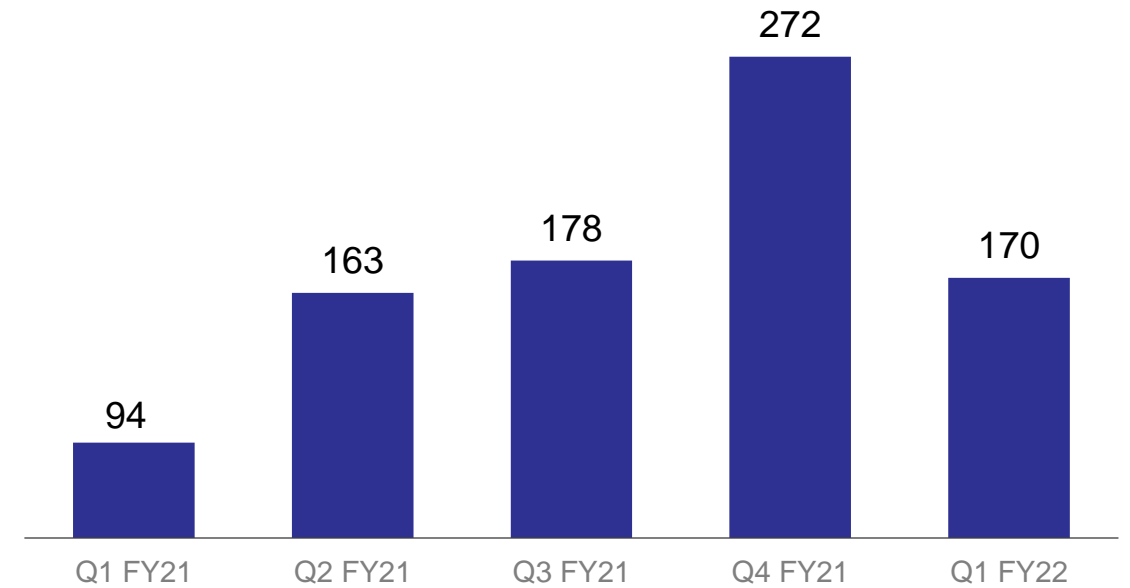
Yearly trends

18%
CAGR



Quarterly trends

81%
YoY



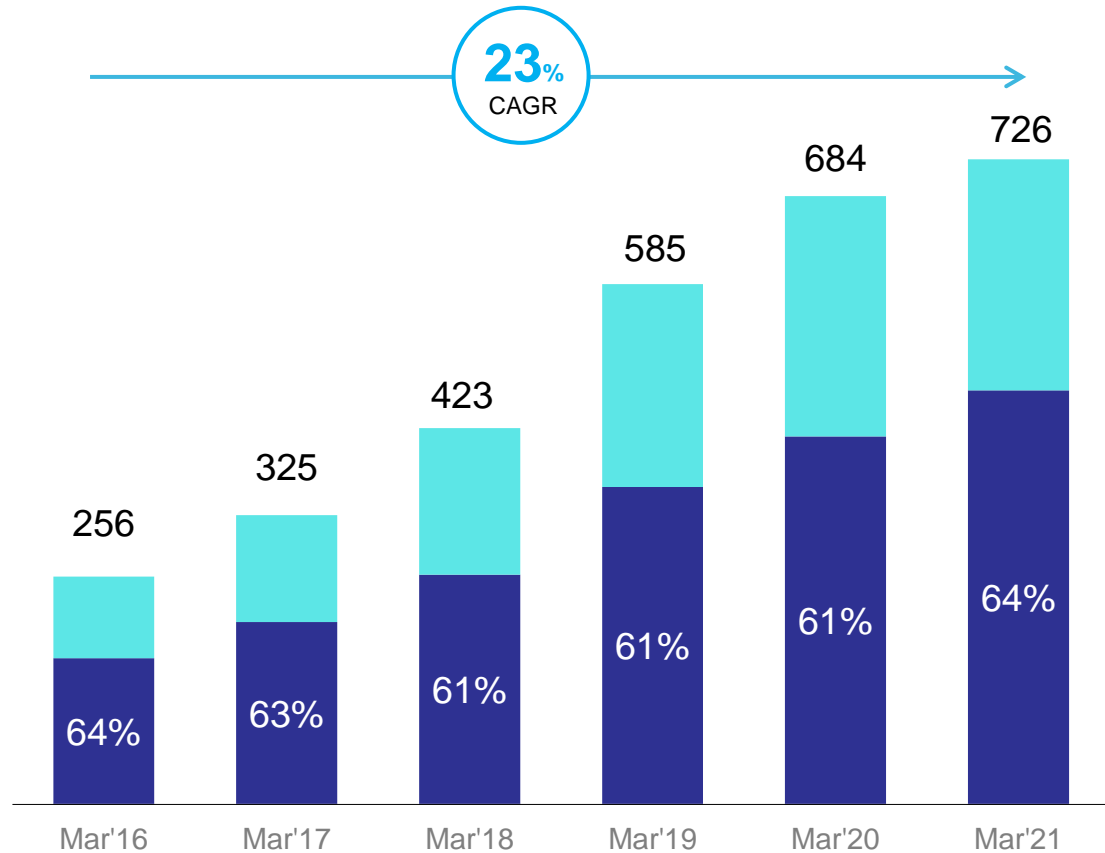
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

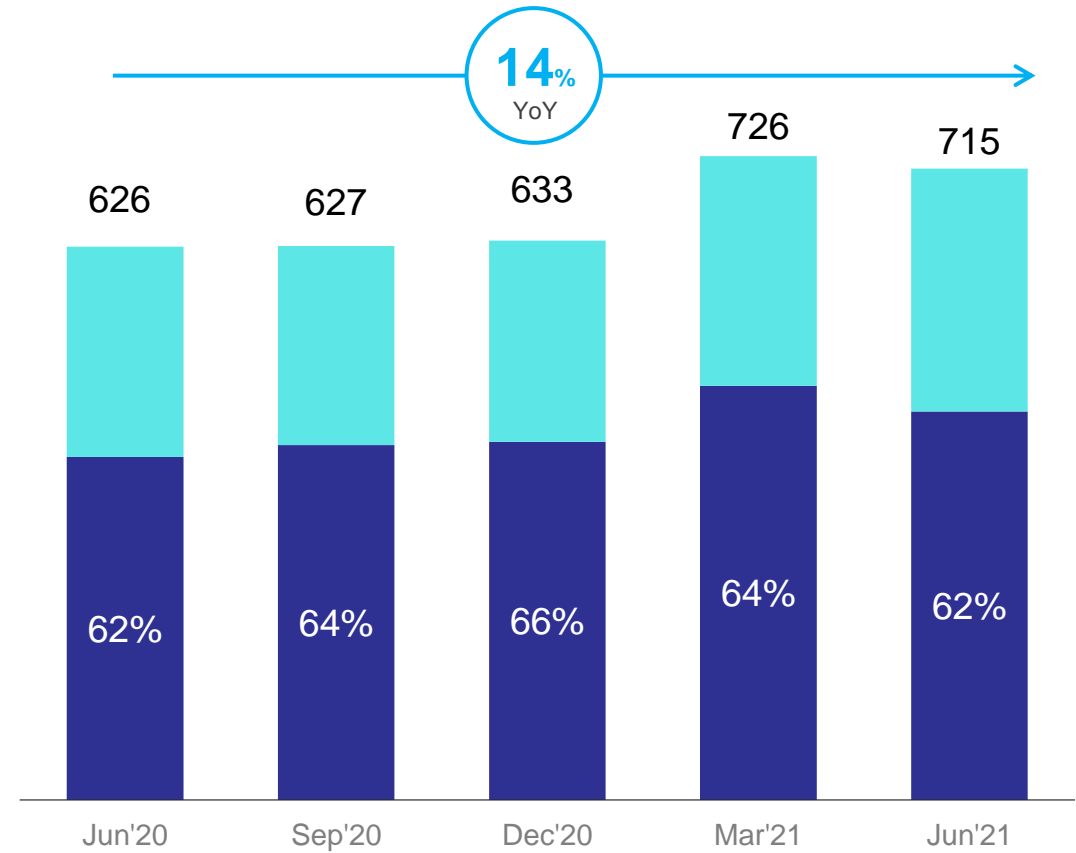
Deferred Revenue* - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



Current

* Refers to contract liabilities in the financial statements, i.e. including advances from customers



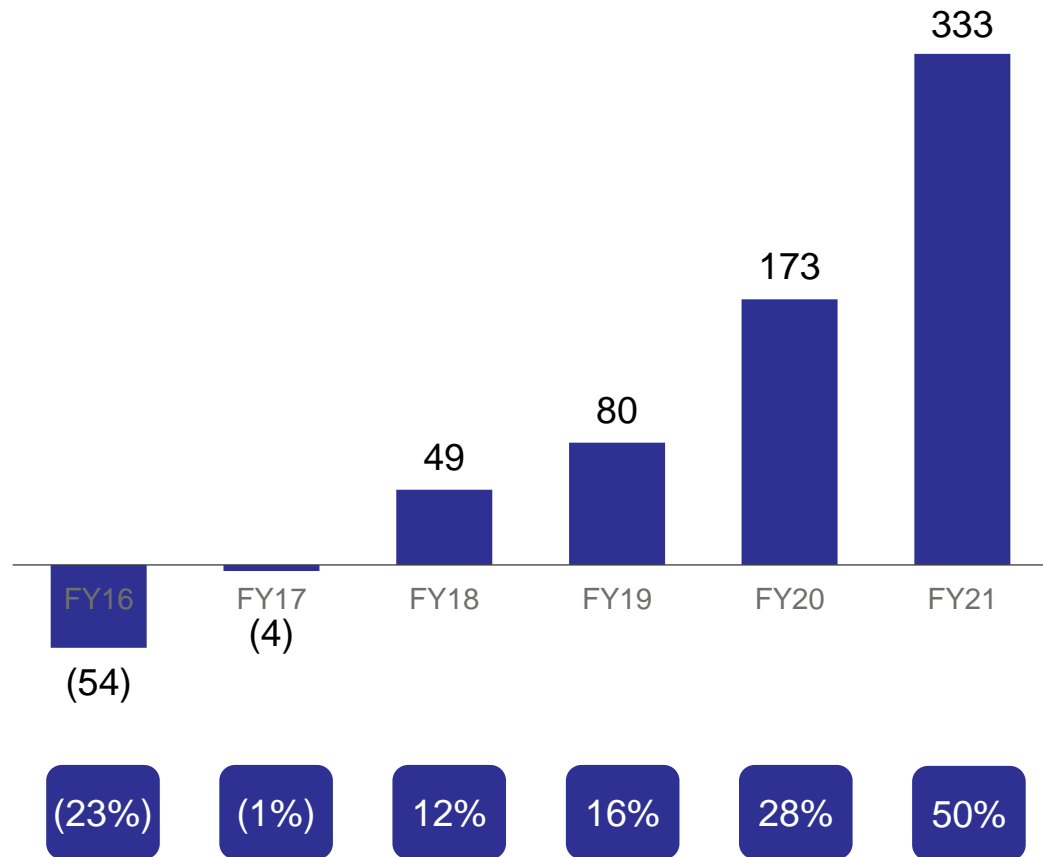
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IndiaMART InterMESH Ltd

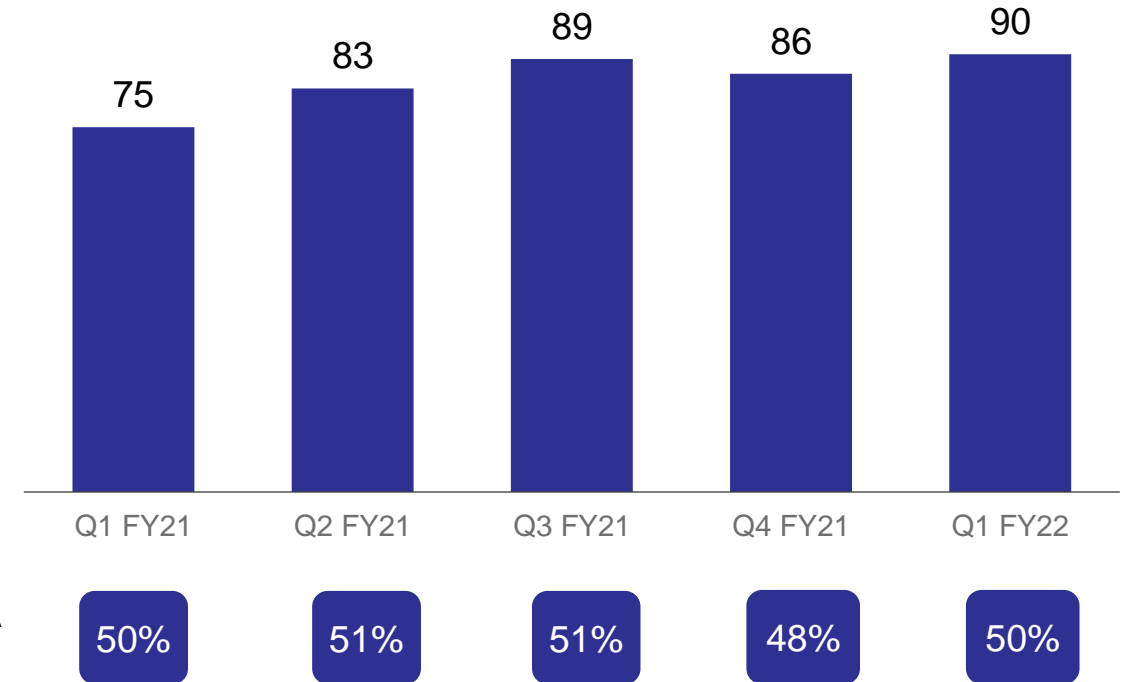
EBITDA - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



The company has adopted IND AS -116 from 1st April 2019, impacting EBITDA by increase of Rs. 4.5 Crores in Q1 FY20 and Rs. 4.8 crores in Q2 FY20 and Rs. 4.8 crores in Q3 FY20 and Rs. 4.4 crores in Q4 FY20 and Rs. 3 crores in Q1 FY21 and Rs. 3.9 crores in Q2 FY21 and Rs. 3.3 crores in Q3FY21 and Rs. 3.4 crores in Q4FY21 and Rs. 3.2 crores in Q1FY22

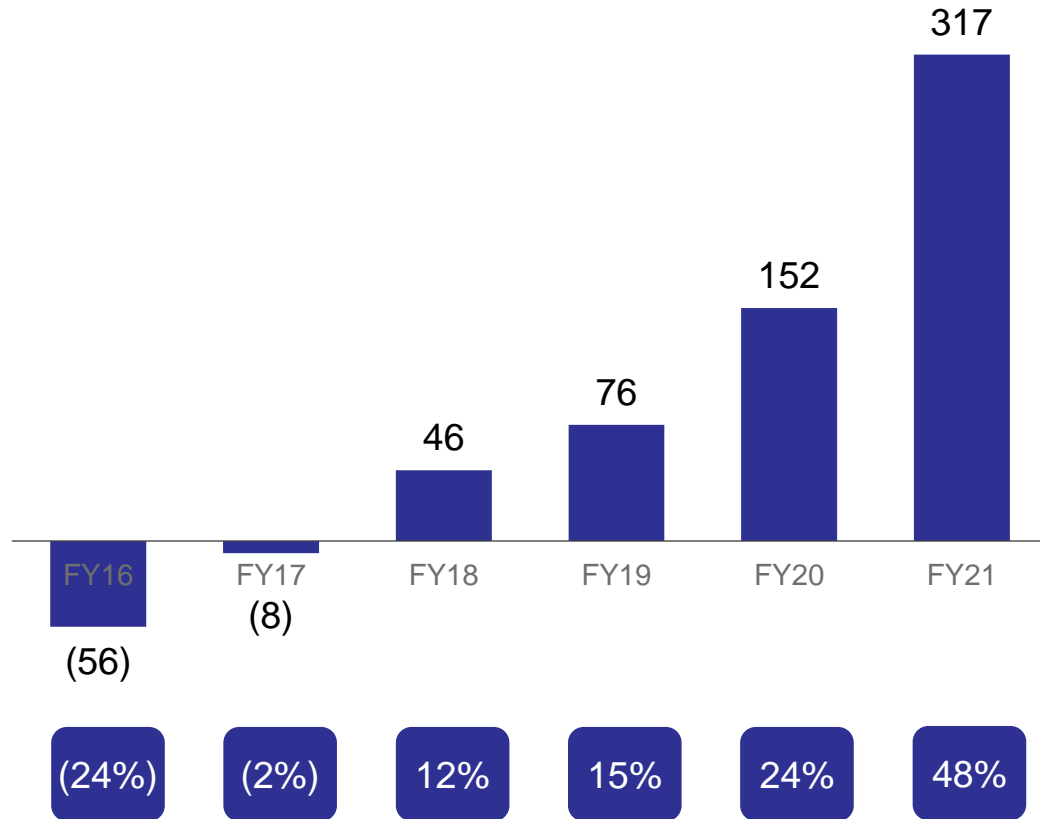


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

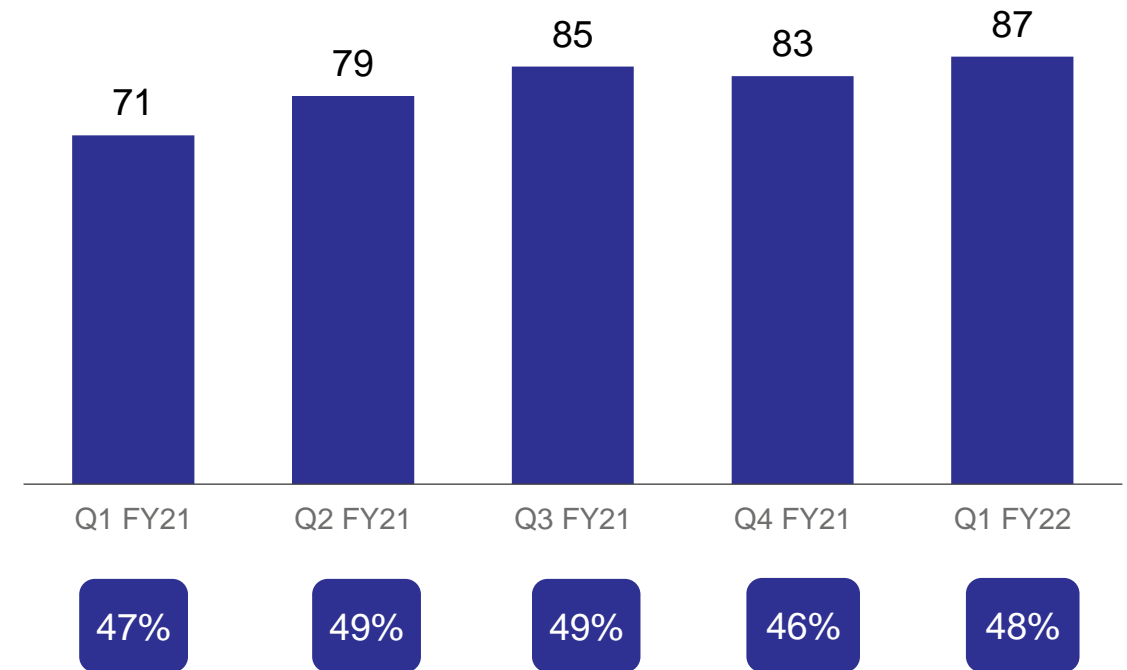
EBIT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

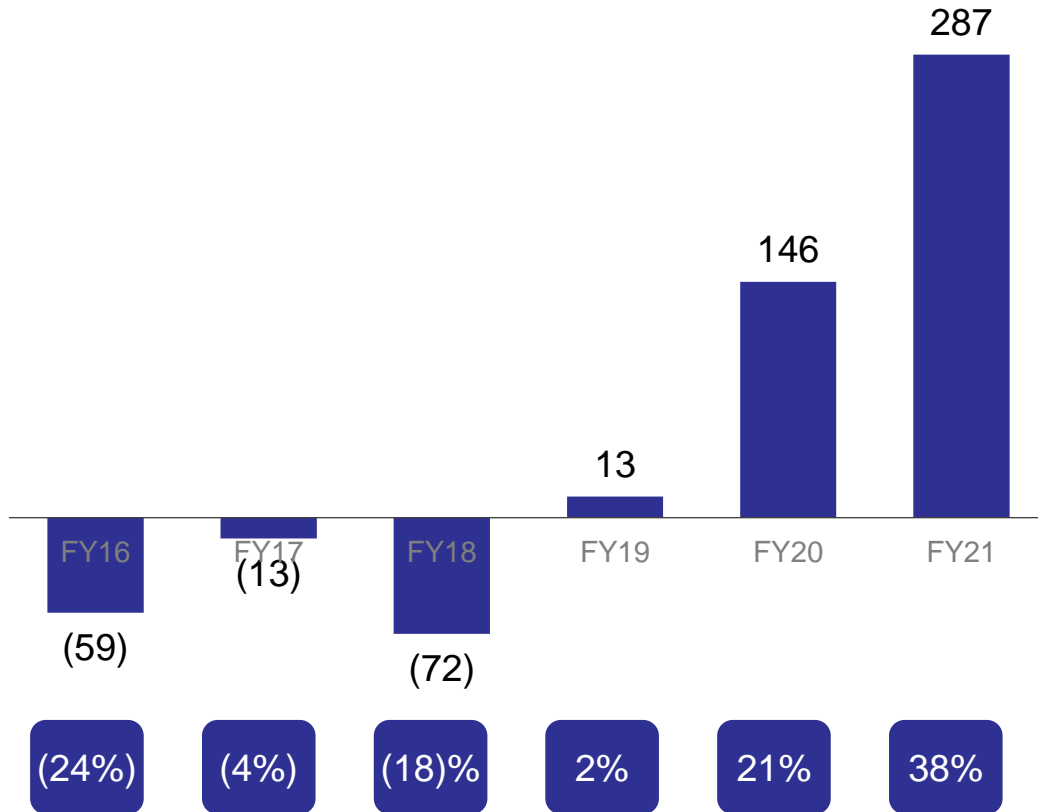


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

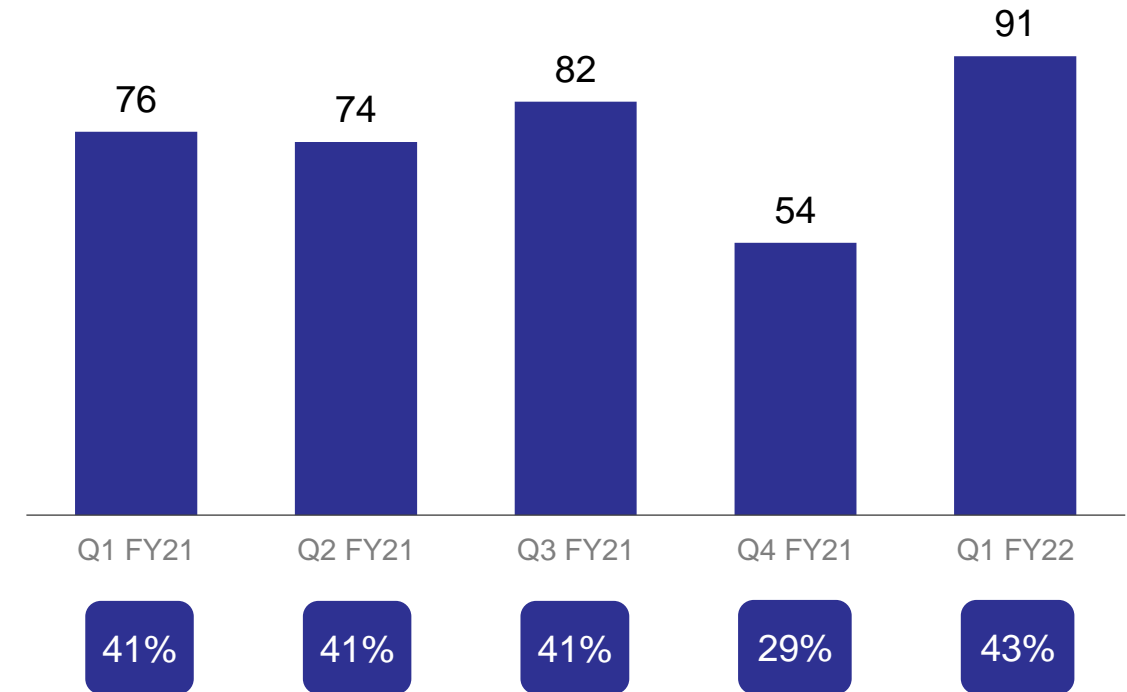
PAT - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends

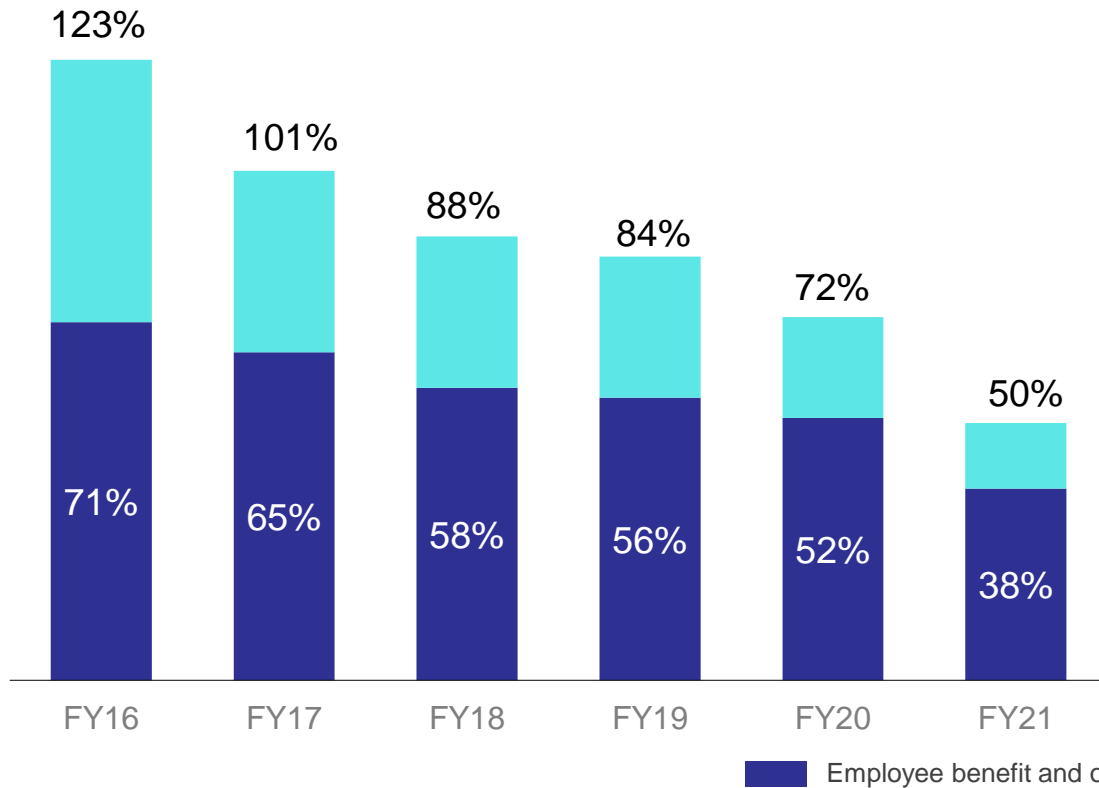


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

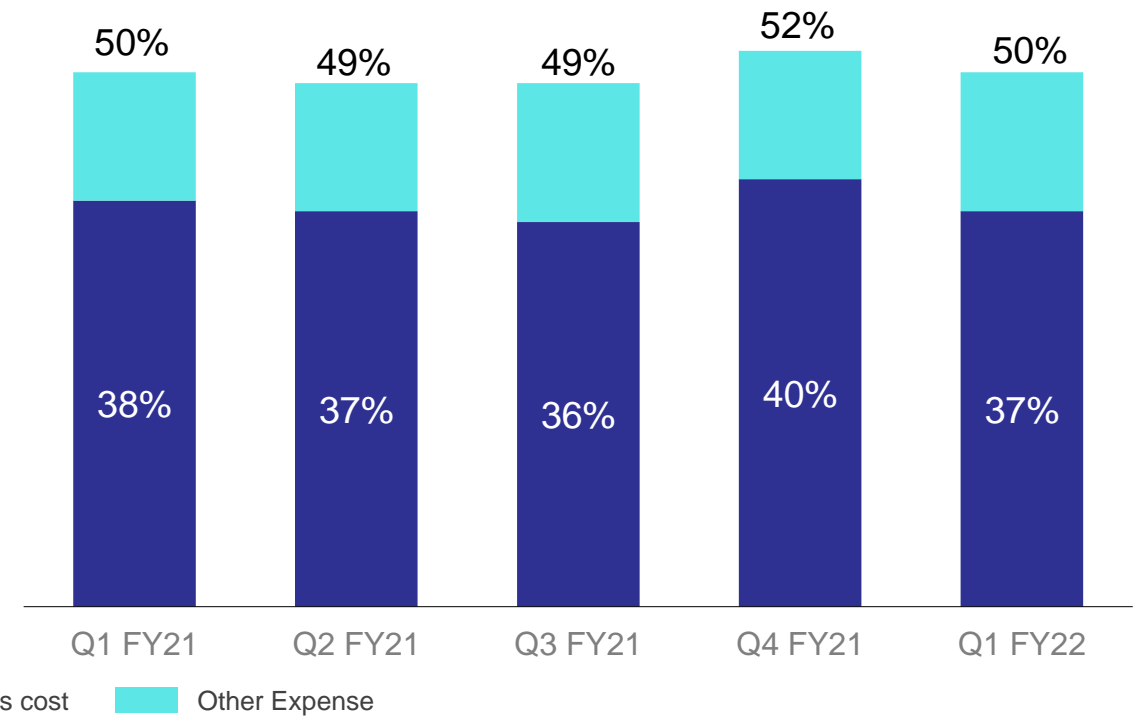
Margin Leverage - Standalone

(Total expenses as a % of revenue from operations Standalone)

Yearly trends



Quarterly trends



* The company has adopted IND AS -116 from 1st April 2019, impacting margin leverage by 3% in Q1FY20, Q2FY20, Q3FY20 and Q4FY20 and 2% in Q1FY21, Q2FY21, Q3FY21, Q4FY21 and Q1FY22

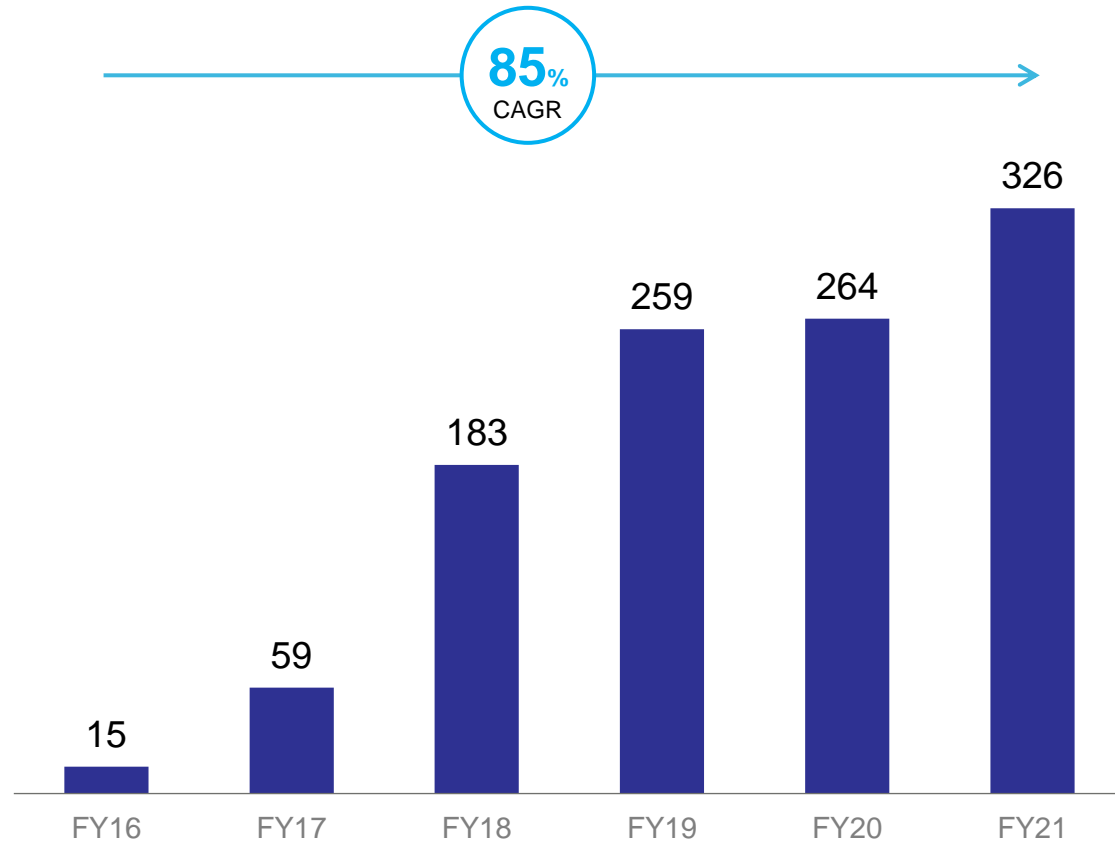


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

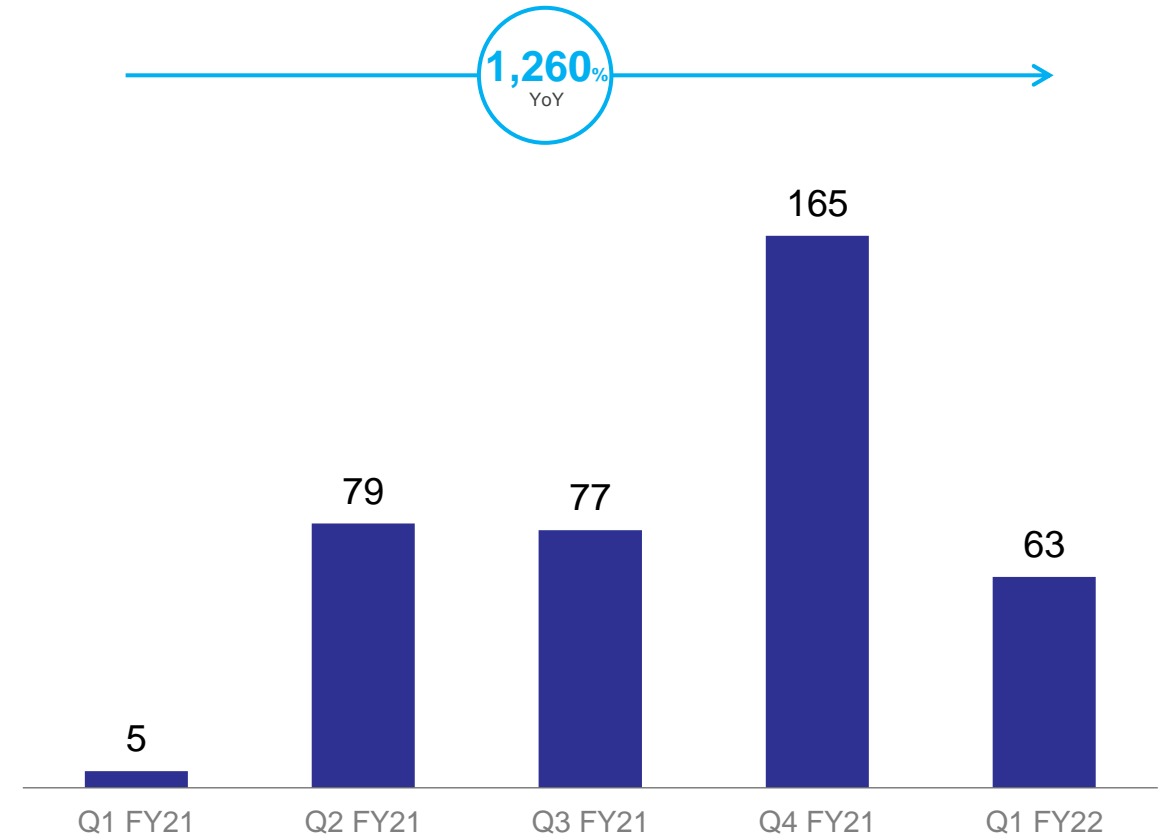
Cash Generated From Operating Activities - Standalone

(₹ in Crores)

Yearly trends



Quarterly trends



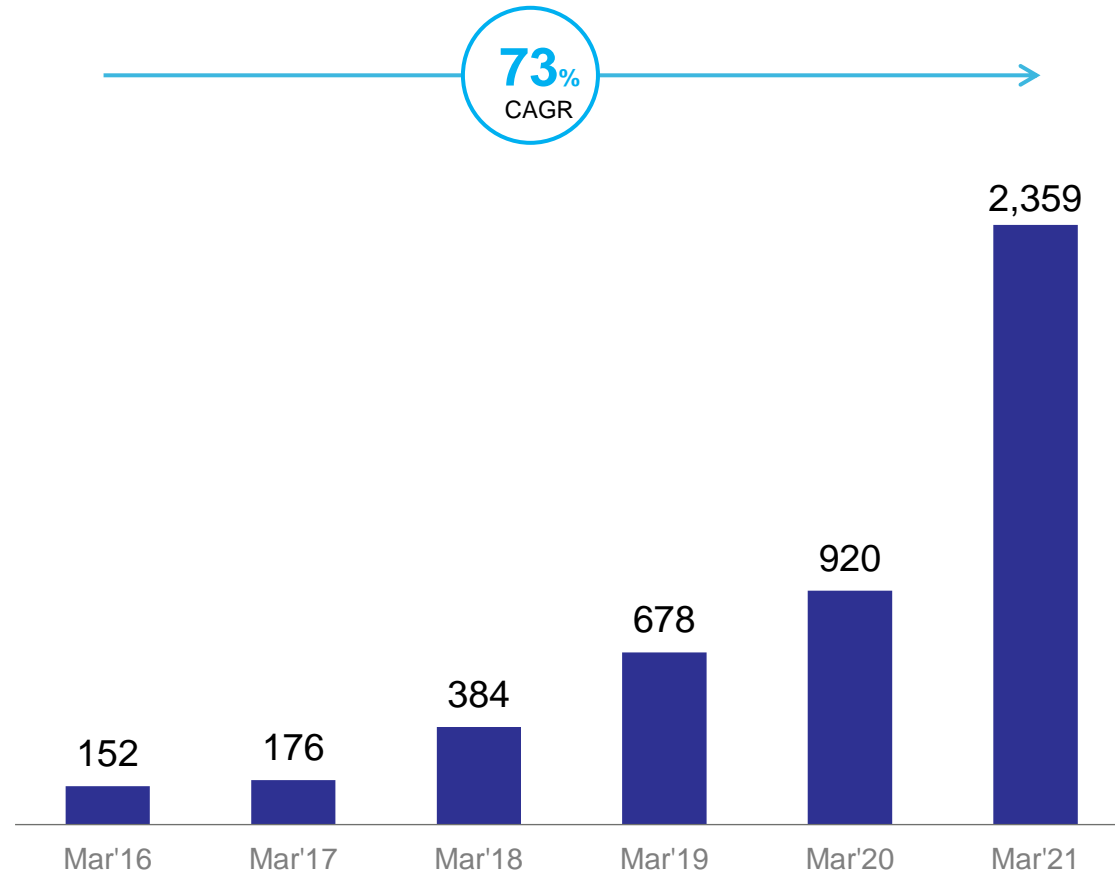
Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

Cash and Investments* - Standalone

(₹ in Crores)

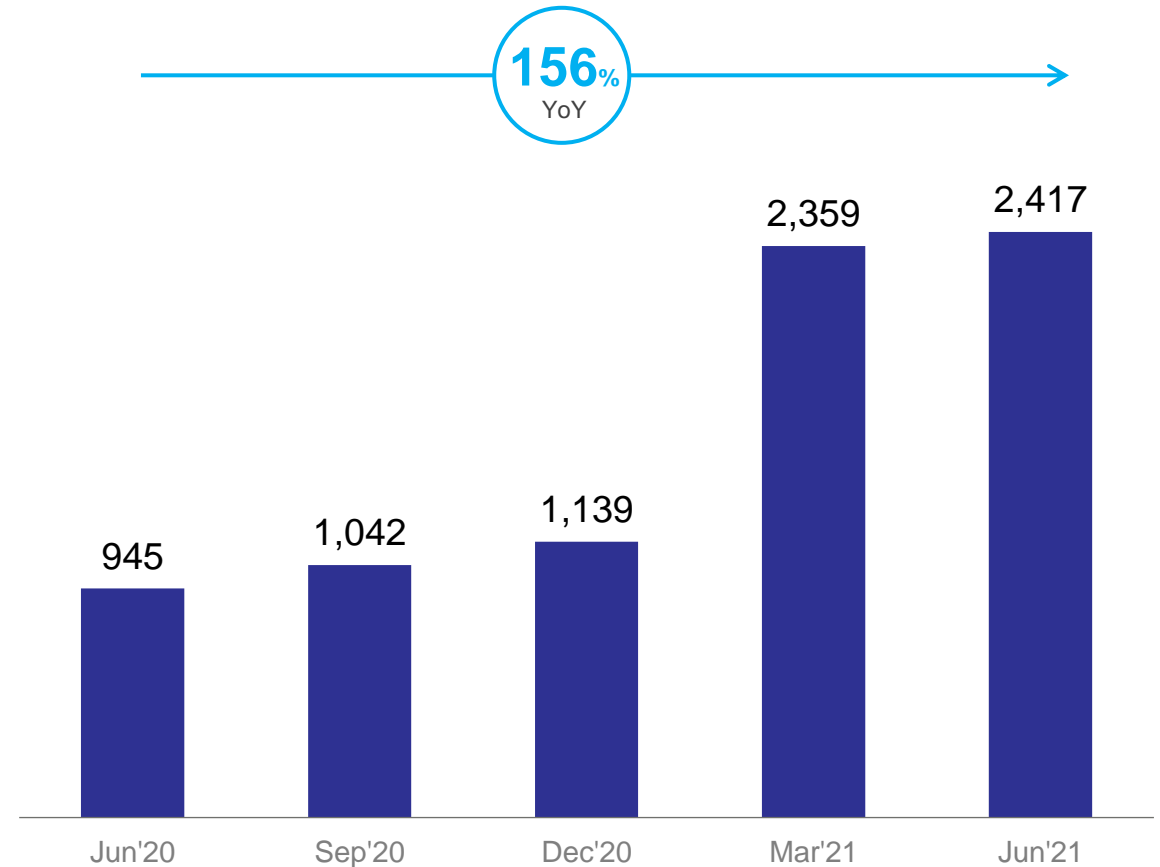
Yearly trends

73%
CAGR



Quarterly trends

156%
YoY



- Refers to Cash and Cash Equivalents and investments in Mutual Funds in the financial statements
- Investment of Rs 31.2 crores in Simply Vyapar Apps Pvt Ltd in Sept 19 and Rs 10 crores in Mobisy Technologies Private Limited in May 20
- The company has paid interim dividend including dividend distribution tax amounting to Rs. 33.3 crores in March 20
- Company has raised Rs. 1,070 crores through QIP in February 21

Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off



Financial Performance – Standalone

(₹ in Crores)

Financial Metrics	Q1 FY22	Q1 FY21	YoY Change	Q4 FY21	QoQ Change
Revenue from Operations	181	151	20%	179	1%
Other Income	30	33	(11%)	6	377%
Total Income	211	185	14%	185	14%
Manpower and Outsourced Sales Cost	67	57	18%	71	(5%)
Other Operating Expense	24	19	28%	22	12%
Total Expenses	91	76	20%	93	(1%)
EBITDA	90	75	19%	86	4%
<i>EBITDA Margin(%)</i>	<i>50%</i>	<i>50%</i>		<i>48%</i>	
Depreciation and amortisation expense	3	4	(27%)	3	(8%)
Others ¹	1	2	(24%)	1	(5%)
Profit Before Tax	115	102	12%	88	31%
Tax Expense	24	26	(8%)	34	(28%)
Net Profit	91	76	19%	54	67%
<i>Net Profit Margin(%)</i>	<i>43%</i>	<i>41%</i>		<i>29%</i>	
EPS (Rs.)	29.9	26.4	13%	18.2	64%
Cash Generated from Operating Activities	63	5	1260%	165	(62%)
Collections from Customers	170	94	81%	272	(37%)

Notes

1. Others include – Finance Cost, Net Loss on Financial Liability at FVTPL and Exceptional items



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Balance Sheet - Standalone

(₹ in Crores)

Assets	June-21	Mar-21
PPE ¹ , CWIP ¹ and Intangible assets, other non-current assets	2.4	2.7
Right-of-use asset	59.0	62.6
Investment in subsidiaries and associates	56.4	31.4
Financial assets		
Bank Deposits	-	-
Others	28.2	23.1
Deferred and Non-current tax asset	18.8	18.7
Total Non-Current Assets	164.8	138.4
Financial assets		
Cash & Investments ²	2,416.9	2,358.9
Others	6.4	8.9
Current Tax and other current assets	3.2	9.3
Total Current Assets	2,426.5	2,377.1
Total Assets	2,591.3	2,515.5

Equity and Liabilities	June-21	Mar-21
Total Equity	1,708.1	1,616.6
Financial liabilities		
Lease Liabilities	50.5	52.6
Deferred tax liabilities (net)	15.9	20.7
Provisions	28.9	27.3
Contract liabilities	272.8	258.4
Total Non-current Liabilities	368.1	359.0
Financial liabilities		
Lease Liabilities	10.2	10.9
Others	26.4	34.7
Provisions	4.9	4.7
Contract liabilities	441.8	467.2
Other current liabilities	31.8	22.3
Total Current Liabilities	515.1	539.9
Total Equity and Liabilities	2,591.3	2,515.5

Notes

1. PPE: Property, plant and equipment, CWIP: Capital Work in Progress
2. Cash and Investments include Rs. 1,021 crores raised by company through QIP in February 2021



Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd

Functional P&L - Standalone

(₹ in Crores)

During the period	FY 2019-20					FY 2020-21					FY2021-22
	Q1	Q2	Q3	Q4	FY20	Q1	Q2	Q3	Q4	FY21	Q1
A Revenue from operations	144	153	161	166	624	151	162	173	179	665	181
B Customer service cost	(40)	(42)	(45)	(47)	-174	(27)	(26)	(32)	(36)	(122)	(33)
C Surplus over customer service cost (A-B)	104	111	115	119	449	124	135	141	143	543	148
	72%	73%	72%	72%	72%	82%	84%	81%	80%	82%	82%
Selling & Distribution Expenses	(25)	(29)	(30)	(29)	-113	(19)	(20)	(19)	(22)	(80)	(20)
Technology & Content Expenses	(27)	(29)	(26)	(22)	-104	(20)	(22)	(22)	(22)	(85)	(24)
Marketing Expenses	(1)	(2)	(1)	(1)	-5	(1)	(0)	(1)	(1)	(2)	(1)
Depreciation & Amortization	(4)	(5)	(6)	(6)	-21	(4)	(4)	(4)	(3)	(16)	(3)
Other operating expenses	(14)	(15)	(14)	(13)	-55	(10)	(11)	(11)	(12)	(43)	(13)
D Total	-71	-79	-77	-71	-298	-53	-57	-56	-60	-226	-62
E Operating profit (C-D)	33	32	38	48	152	71	79	85	83	317	87
	23%	21%	24%	29%	24%	47%	49%	49%	46%	48%	48%

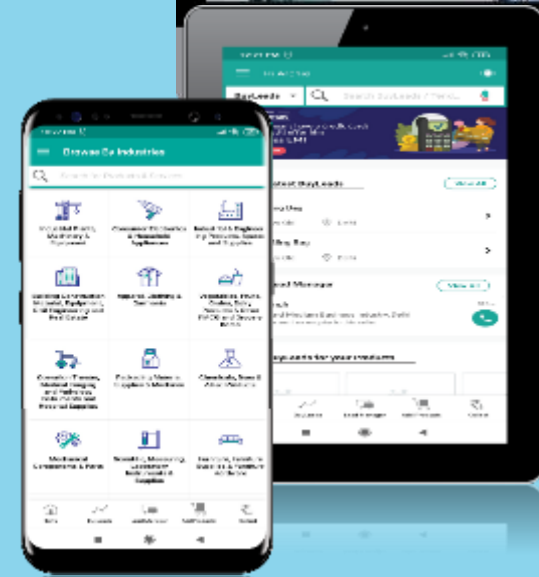
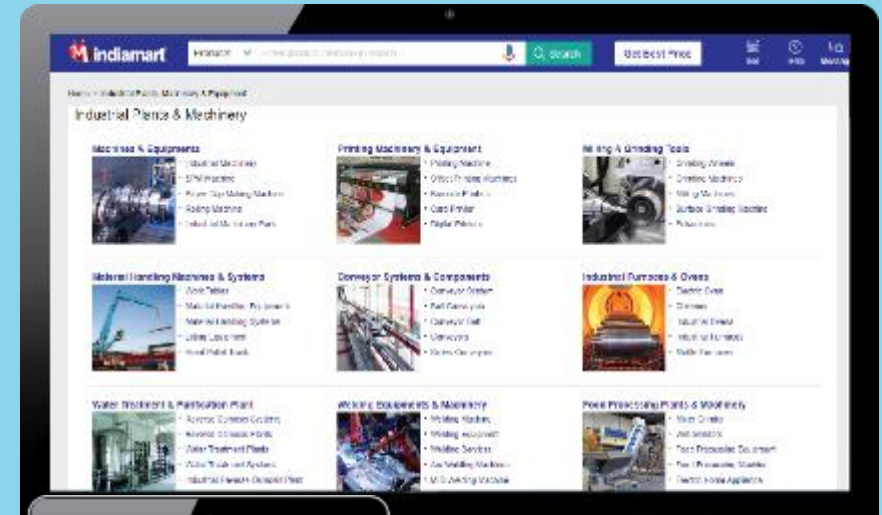


Note: Above figures have been calculated by dividing financials (in mn) by 10; Figures have been rounded off

IndiaMART InterMESH Ltd



Product Overview



Platform Engagement

~100%⁽¹⁾
Organic traffic

81%⁽¹⁾
Total traffic through mobile

4.6 ★★★★★⁽²⁾
Rating for the app on Google
Play store



Note: Figures have been rounded off

(1) For the quarter ending June 30, 2021

(2) As of June 30, 2021

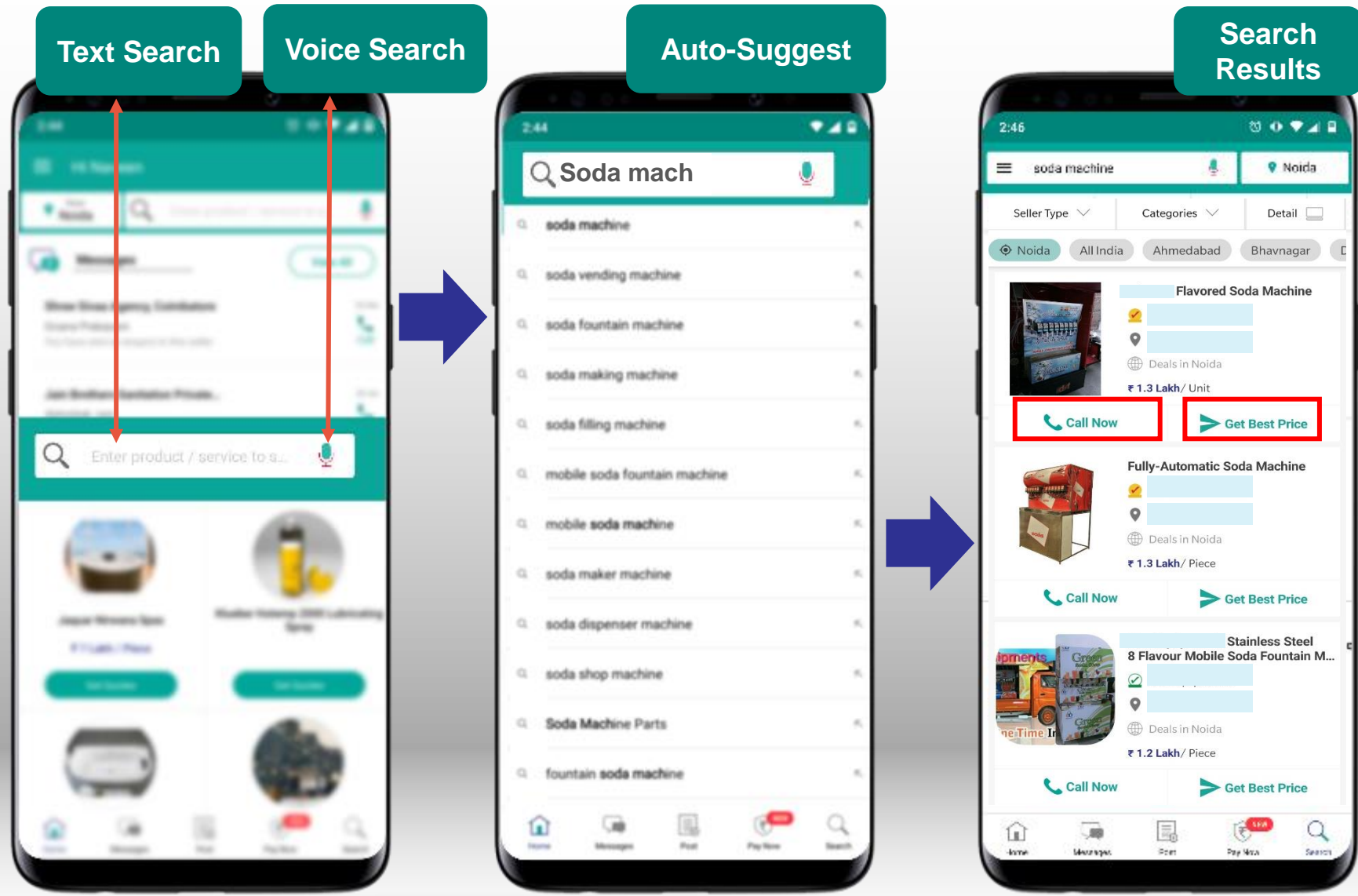
IndiaMART InterMESH Ltd

Buyer Journey

Search

Post Requirement

Product & Company
Details

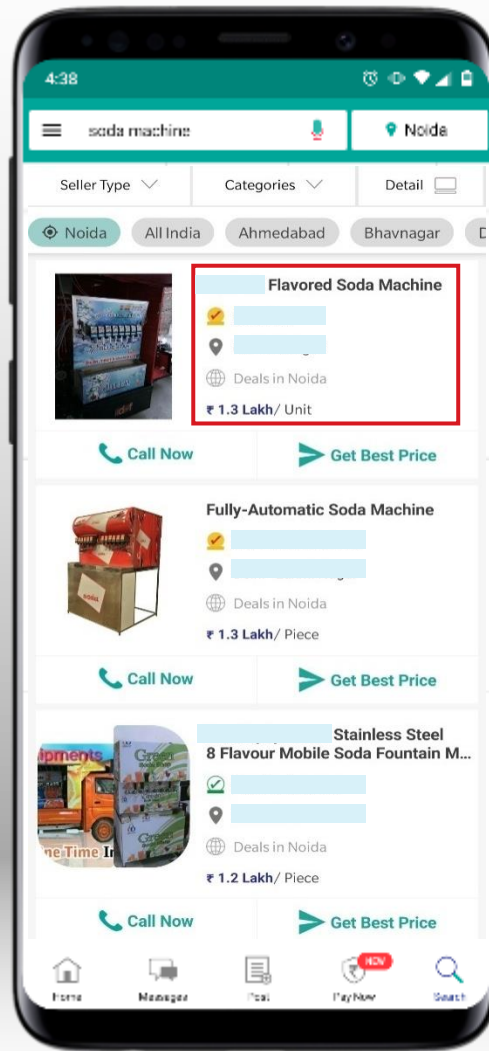


Buyer Journey

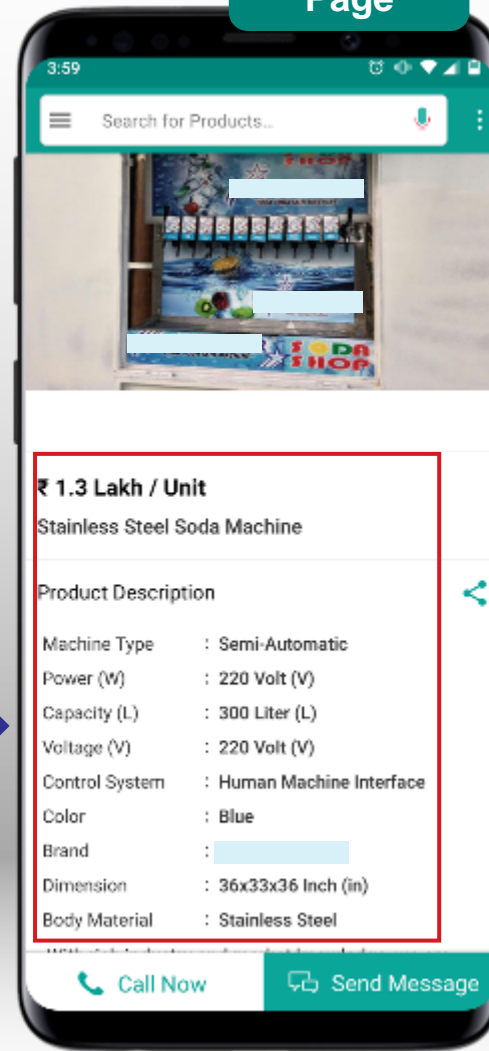
Search

Post Requirement

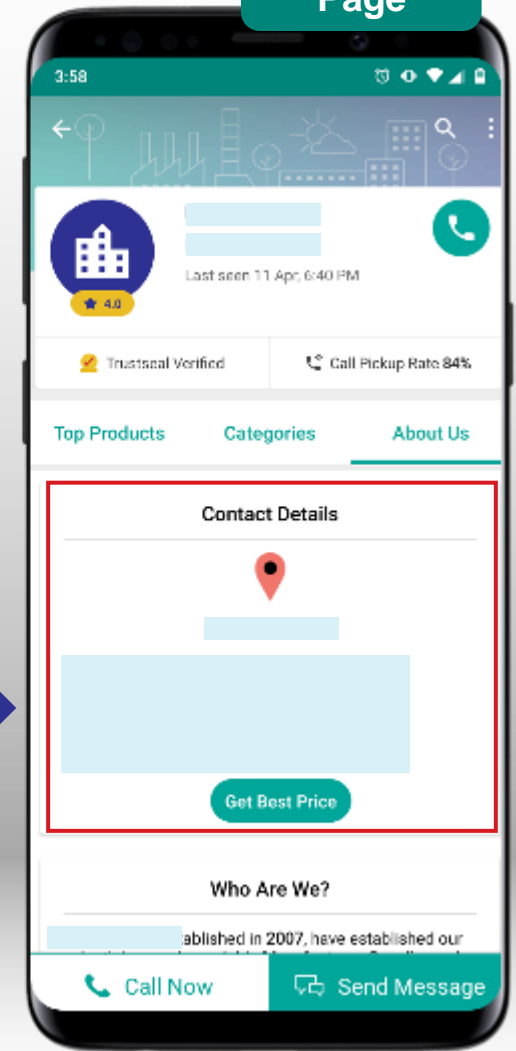
Product & Company Details



Product Page



Company Page



Seller Journey

Add / Edit Products from here

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

indiamart Products Enter product / service to search Search Get Best Price Sell Help Messages

← Back | Biodegradable Plastic Bag

Basic Details Specification/Additional Details

Product/Service Name: Biodegradable Plastic Bag

Price: ₹ - per - Ex - Pair, Piece etc

Product/Service Description: Uses, Details, Benefits, etc.

Product Score: **Medium** 75 (0 no buyers to 100 more buyers)

Basic Details 55/80 ^

Name	05/05
Photo	10/10
Photo Size 500 x 500	15/15
Price (with Unit)	-/15
Description (>70 chars)	-/10
Group	10/10
Category	15/15

Specifications 20/20 ^

4 Specs.	05/05
5 Specs.	05/05
More than 5 Specs.	10/10

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Save and Continue →



Seller Journey

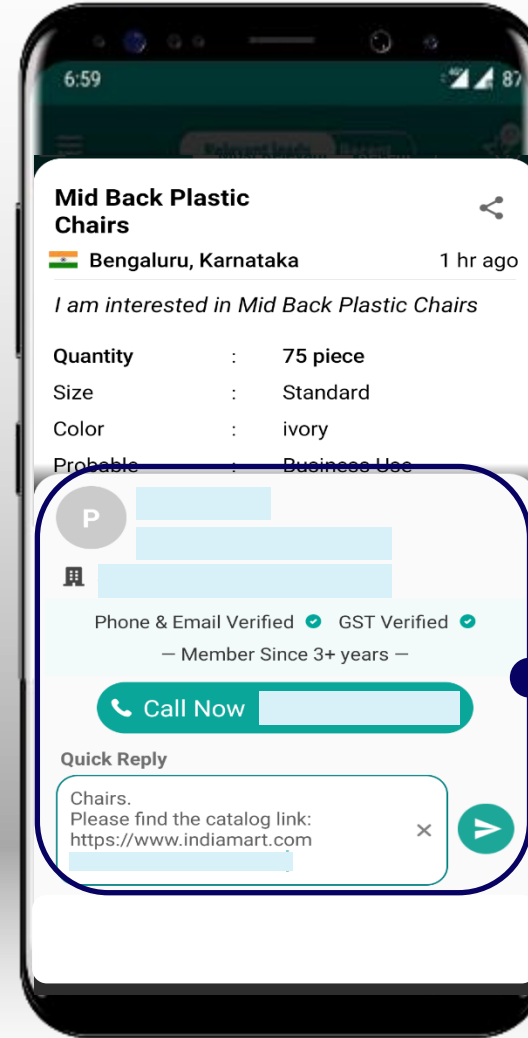
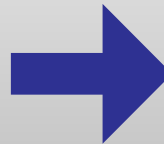
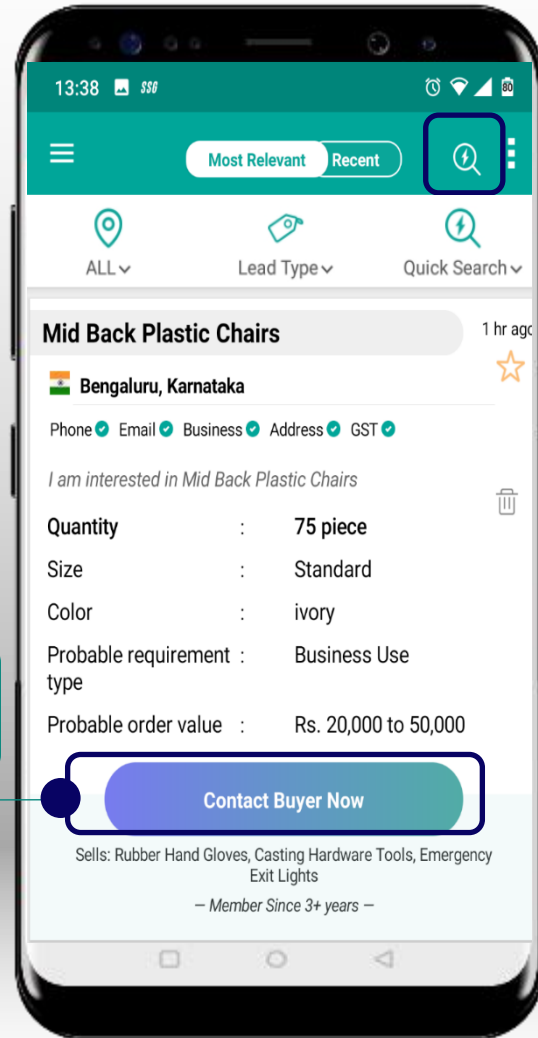
Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Click on Contact Buyer Now to Select RFQ



Buyer Details Available Post BuyLead Purchase



Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART

Direct Buyer Callback

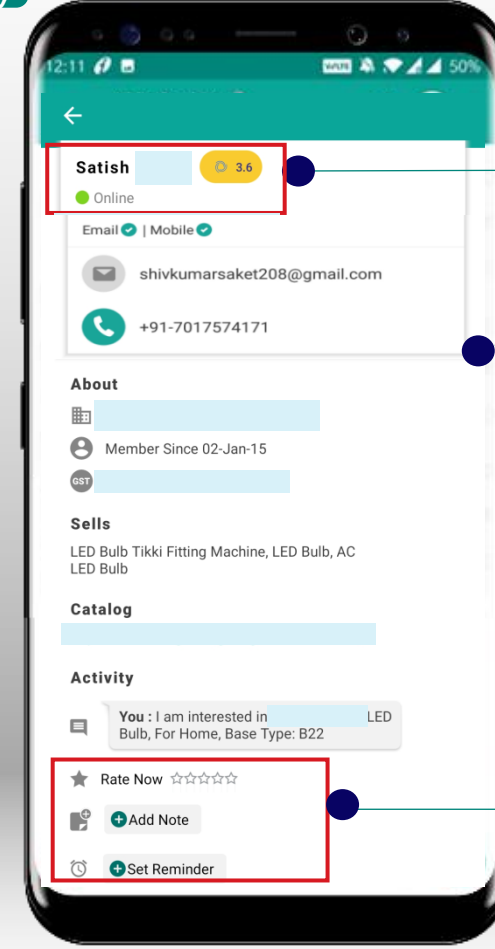
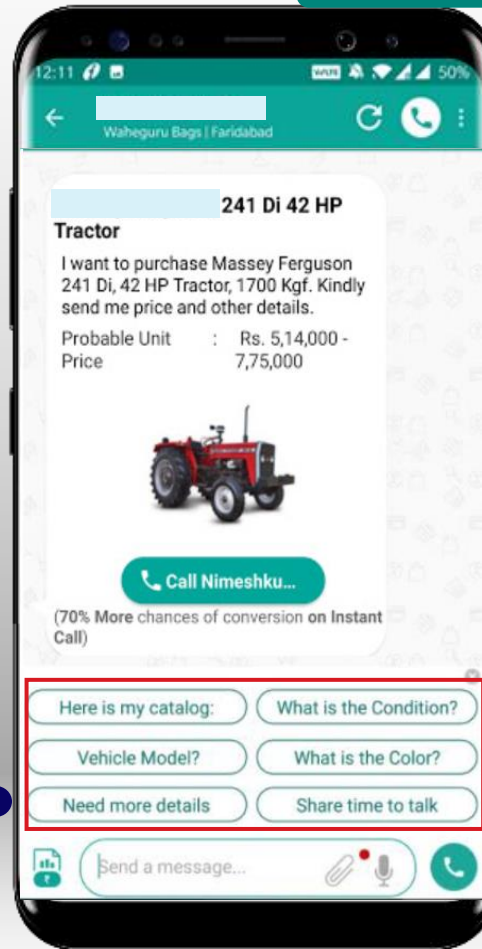
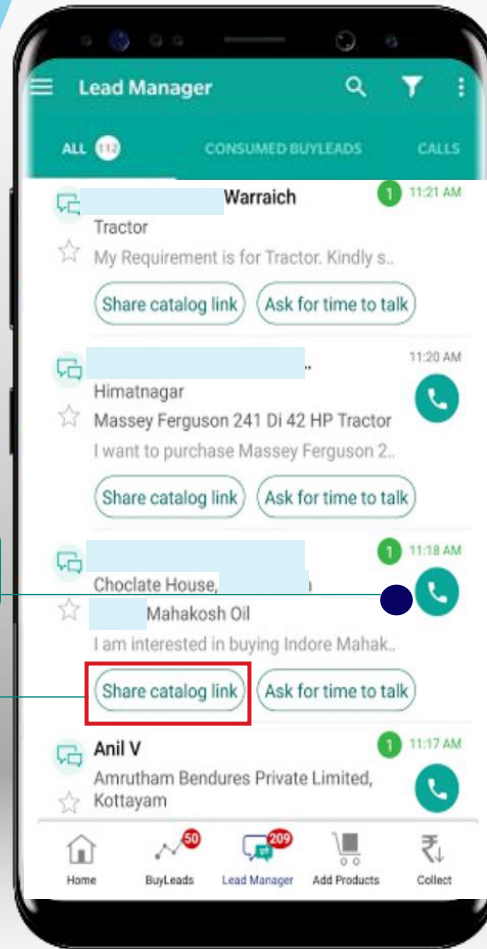
Share Link

Chat History

Reviews & Ratings

Call Option & Alerts

Add Notes, Set Reminders



AI-based Smart Reply



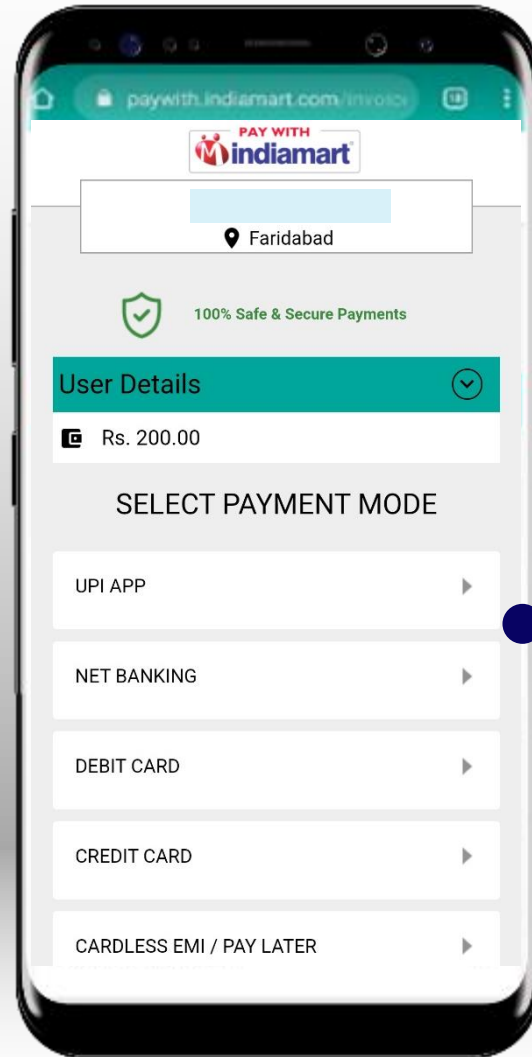
Seller Journey

Content Management

BuyLeads

Lead Manager

Pay With IndiaMART



Multiple Options





Subsidiaries, Associates & Investments

Pharmaceutical Drug &
Medical Care



Pay With IndiaMART Private Limited

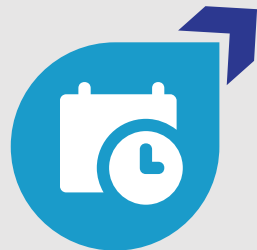


Facilitates online collections via various online modes such as credit / debit cards, UPI, Netbanking etc.



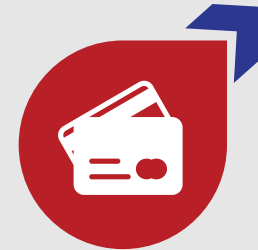
Robust Buyer Protection

Pay with IndiaMART and secure your payments



Buy Now, Pay At Ease

Buy from premium suppliers and pay in EMI
(Easy Monthly Instalments)



Multiple Payment Options

All major credit/debit cards, UPI, netbanking and wallet options available



Strong Security

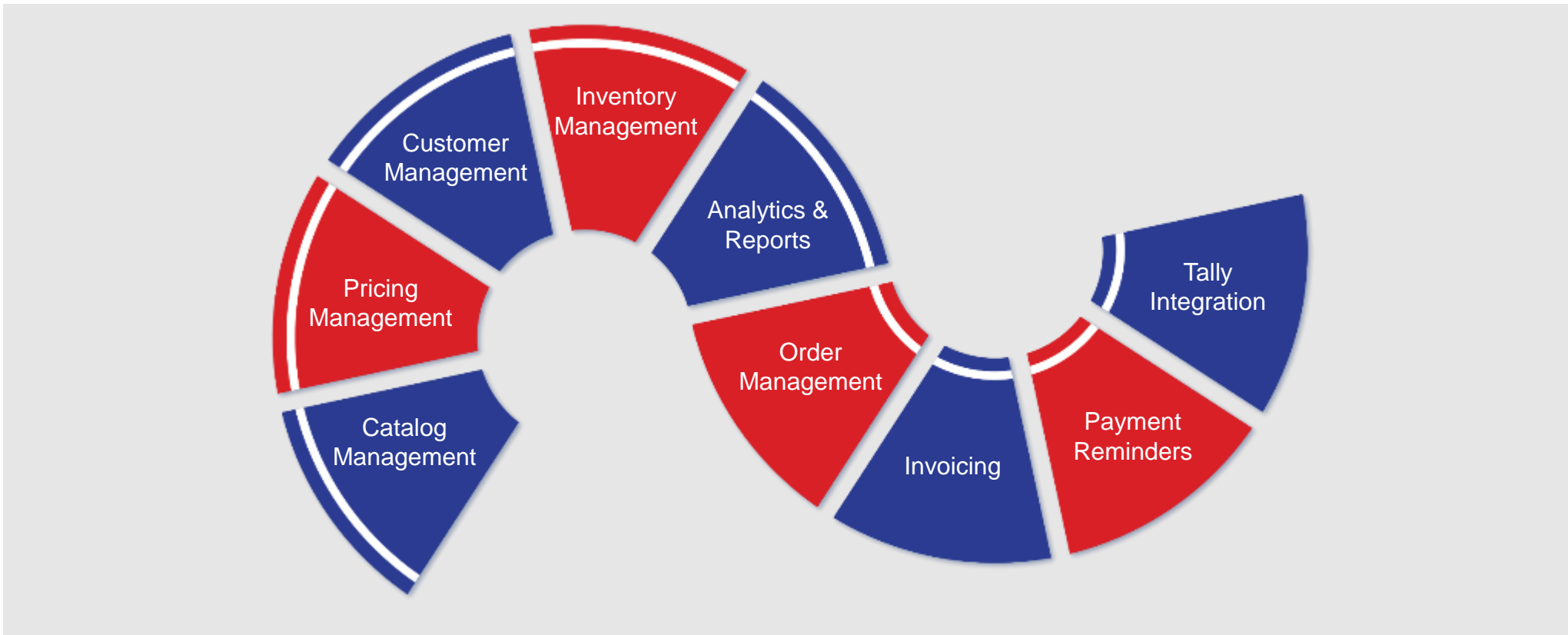
Buy from sellers across India with a secure payment network



Tolexo Online Private Limited (Pooraa)



Pooraa brings a simple & easy-to-use system that helps manage business better while offering quality experience to customers



Used by millions every year to decide which events to go, in many cities across several countries

10 Times



**Leading B2B
Event Discovery Platform**

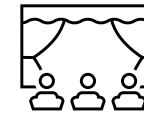


**Smart Event
Recommendation Engine**



**Global Event
Rating & Review System**

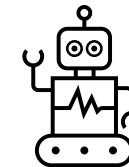
Floor



**Virtual Software to
host live events**



**Unique
Engagement Tools**



**Event Management
Automation**

Simply Vyapar Apps Private Limited



A mobile-based business accounting software for small businesses



Customised professional GST Invoices



Stock/Inventory Management



Auto data backup



Critical business reports and status



Paperless with Vyapar Software



Receivable/Payable



E-Way Bill Geeration



Online Store



Mobisy Technologies Private Limited



Bizom is an integrated platform for distribution and salesforce management of businesses



Retailer Automation



Distributor Automation



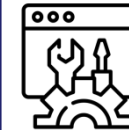
Advance Analytics



Salesforce Automation



Integration



Backoffice Management



Shipway Technology Pvt. Ltd.

SaaS solutions for automating shipping operations.



Shipping Automation



Easier Accounting



Track & Notify



Branded tracking page



NDR Followups



Return & Refunds Automation



Measure Customer satisfaction



Track delivery performance



Legal tech platform that helps businesses in automating their legal workflows



Case Management

Live Case Tracking Alerts



SaaS enabled marketplace

Discover, hire relevant lawyers



Lawyer Performance

Based on past records, reviews



Docs Management

Document search & Analytics



IP Management

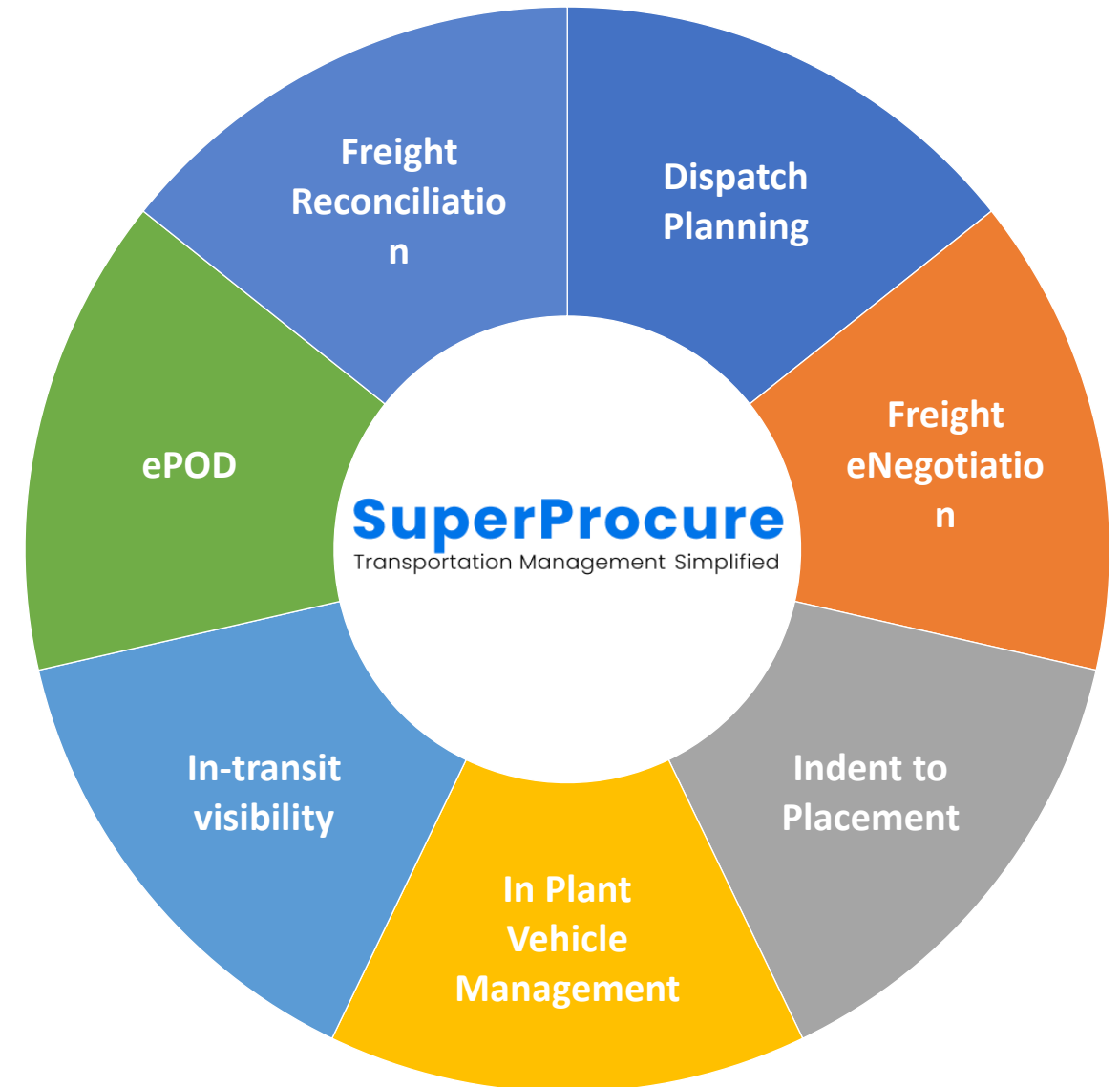
Patent/Trade mark tracking



TruckHall Private Limited

SaaS solution for digitising freight sourcing and dispatch monitoring

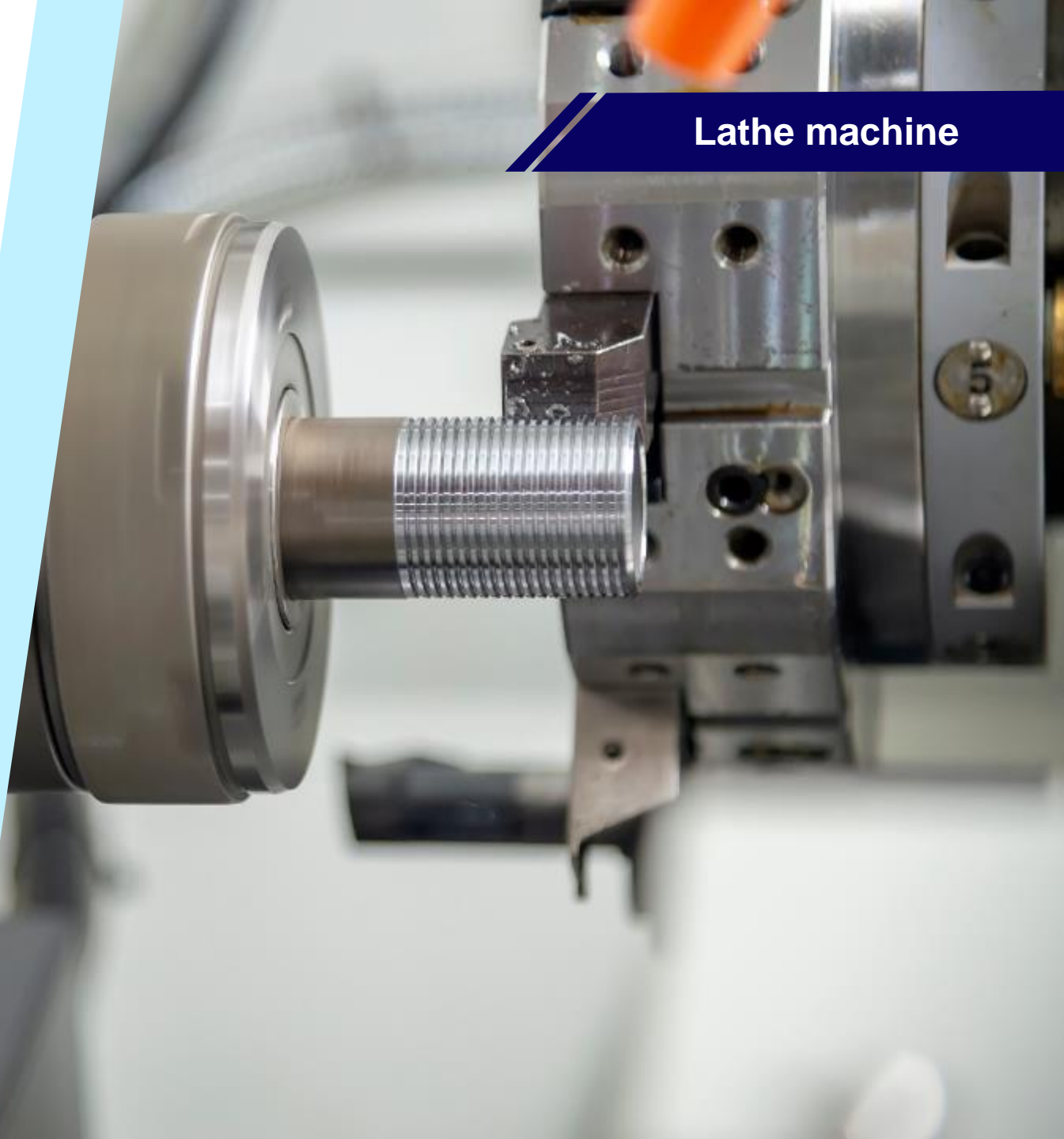
- Online market place for logistics industry
- Freight sourcing through Transparent bidding and Auction
- 5000+ verified transporters across Pan India
- Real Time alerts, dashboards and reports












Lathe machine

Team



Senior Management Team

	Name	Qualification	Previous Experience
	Dinesh Agarwal <i>CEO</i>	B.Tech(HBTI),Kanpur	Founder(IndiaMART),HCL America, C-Dot,CMC
	Brijesh Agarwal <i>Whole time Director</i>	MBA, Lucknow University, PGDM New Delhi	Co-Founder, IndiaMart, Miebach Logistics India Pvt .Ltd.
	Prateek Chandra <i>CFO</i>	CA, B.Com(H),SRCC,DU	Bharat S. Rout & Co, EXL, HT Media
	Dinesh Gulati <i>COO</i>	B.Tech, (HBTI), MBA (FMS,DU)	Kodak India Ltd, Bharti Airtel , Reliance Infocomm, Indian Express
	Amarinder S. Dhaliwal <i>CPO</i>	B.Tech(IIT Delhi),MBA(IIM A)	Micromax, BCCL, IMES internet, SBI Capital Markets
	Vivek Agrawal <i>CIO</i>	B.Tech(MDU),PGDM(FSM,Delhi)	ResearchCo Reprints,eBIZ.com
	Manoj Bhargava <i>GC & Compliance Officer</i>	BCom(H),LLB(DU), LLM (IP Univ. Delhi),CS	HT Media Ltd., Varun Beverages Ltd., Barista Coffee Company Ltd., India Today Group



Independent and Non-Executive Directors



Vivek Narayan Gour

Independent Director

Education

- Bachelor's degree from the University of Bombay and an MBA from University of Delhi

Industry experience

- Tata Finance Limited, Genpact India, GE Capital Services India



Rajesh Sawhney

Independent Director

Education

- Bachelor's degree in Engineering from University of Delhi and a Master's degree in Management Studies from University of Bombay

Industry experience

- Reliance Entertainment Limited



Elizabeth Lucy Chapman

Independent Director

Education

- Chartered Financial Analyst and a Bachelor's degree from Edinburgh University, United Kingdom

Industry experience

- DBS Bank Limited, Goldman Sachs International, The Welcome Trust Limited, Nahar Credits Private Limited



Dhruv Prakash

Non-executive Director

Education

- Master's degree from Meerut University and a PGDM from IIM, Ahmedabad

Industry experience

- Korn/Ferry International Private Limited, Helion Ventures Private Limited, Hewitt Associates (India) Private Limited, Amar Dye-Chem Limited, DCM Toyota Limited



Stronger Together

3,026 Employees

29% Employees with 5+ years

~ 23% Females

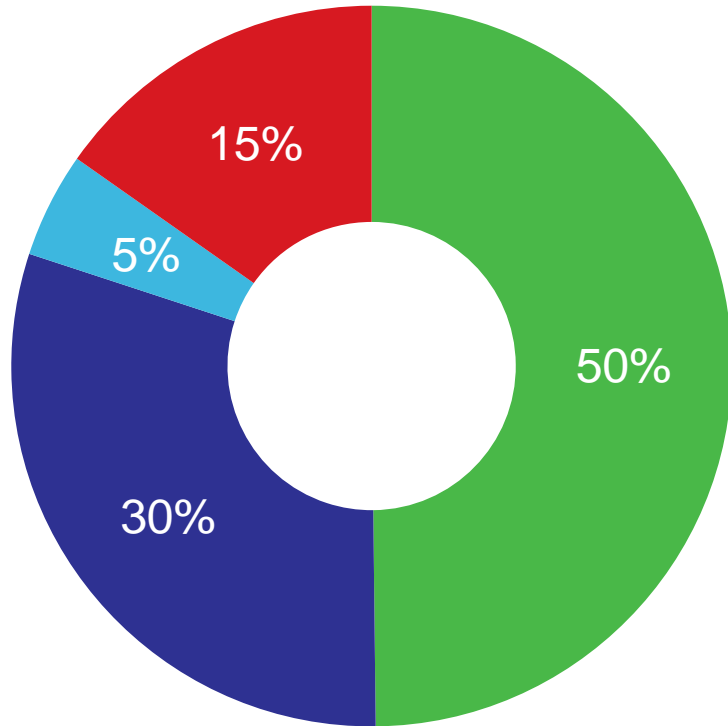


Note: Figures as of June 30, 2021; Figures have been rounded off

IndiaMART InterMESH Ltd

Shareholding Pattern

Total Equity Shares Outstanding as on June 30, 2021 – 30,384,674



- Promoters and Promoter Group
- Foreign Institutions and Portfolio Investors
- Mutual Funds, Alternate Investment Funds, Insurance Companies
- Others

Institutional investors holding greater than 1% of the total number of shares

- Arisaig Asia Consumer Fund Limited
- Westbridge Crossover Fund, LLC
- Steadview Capital Mauritius Limited
- Artisan International Small-Mid Fund
- UTI Flexi Cap Fund
- Arisaig Global Emerging Markets Consumer Fund (Singapore) Pte. Ltd.



Note: The figures are approximations

IndiaMART InterMESH Ltd



Thank You

Corporate Office

Tower 2, Assotech Business Cresterra,
Floor No.6, Plot No.22, Sec 135,
Noida-201305, U.P.

Registered Office:

1st Floor, 29-Daryaganj, Netaji Subash Marg, Delhi – 110002.
For any queries, please contact: investors@IndiaMART.com

CIN :

L74899DL1999PLC101534

